

The American Perfumer and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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THE EUROPEAN WAR.

As we go to press the indications seem to be that the armed conflict which is convulsing most of the great nations of Europe will not be prolonged into years as at one time recently appeared to be likely. Careful observers of the progress made by the hostile armies are hopeful that peace will be in sight within a comparatively short time and it is greatly to be wished that their view may prove true.

Supplies of goods used in the industries in which our readers are interested naturally are continuing to diminish, but the dealers have been pursuing the policy of taking care of their regular customers and in the entire trade there have been only the isolated cases we referred to last month of attempts to take "war prices." Of course quotations in many products are much higher and the prices are fluctuating, but the efforts to conserve the supplies on hand are working with gratifying results, for a famine in most products is still some months off.

Meanwhile American representatives of houses in the war stricken countries are striving to find some way of replenishing their stocks from the reserves in the laboratories of their principals in Switzerland, France and Germany. Italy's continued neutrality has greatly relieved the situation on some of the essential oils in much demand here, but the difficulties of shipment naturally have interfered to some extent with receipts, while higher freight and insurance charges have added to the cost on arrival in this market.

The dream of the daily papers that synthetic perfumes and chemicals made in America might wholly solve the problem of supply in this respect, is, as our readers are aware, quite idle. Even had it a good basis in fact, the enormous cost of erecting laboratories and factories would have a deterrent effect, while the time required for construction and successful operation might easily be prolonged beyond the end of the war and the restoration of the condition which existed before it began.

Although not involved in the conflict residents of the

United States are indirect, if not in some cases direct, sufferers by the war. The loss in import duties has presented a serious problem to the Administration at Washington and some means will have to be provided to make up the deficit. In this connection a stamp tax has been suggested as a means both easy and inexpensive of operation for collecting the funds necessary to meet the deficit in the cost of running the federal government. There are many objections to such a tax, but also there are arguments in favor of it.

In the meantime the officers and legislative committees of the Manufacturing Perfumers' Association and the Flavoring Extract Manufacturers' Association will do wisely if they keep in close touch with the situation at Washington and stand ready to oppose any attempts to "make a goat" of their products in raising the revenue. The feasibility of advance protests is doubtful, for such action might serve to call attention to a possible source of income, while no good probably would be accomplished. The idea is to stand ready to act on the defensive at a moment's notice.

In this connection it is worthy of note that the editor of the American Druggist, Caswell A. Mayo, who also is president of the American Pharmaceutical Association, has lodged a vigorous protest with the President of the United States, with the Committee on Ways and Means of the Congress and with the Committee of Finance of the Senate against the revival of the stamp tax on proprietary medicines and on toilet preparations. He also introduced resolutions before the Detroit meeting of the American Pharmaceutical Association which were adopted as follows:

WHEREAS It is currently reported that the Congress of the United States may impose a stamp tax on proprietary remedies, and toilet preparations as a means of making good the deficit in revenue due to the European war, and

WHEREAS The experience with a similar tax during the war with Spain has shown that the manufacturers almost universally increased their wholesale prices more than enough to cover the cost of the stamp tax, and

WHEREAS This higher price to the retail dealer has, with a few exceptions, been continued even after the abolition of the stamp tax, with the effect that the retail dealer has continued to pay this Spanish war tax after its abolition, but since that abolition paid it to the manufacturer instead of to the United States Government, and

WHEREAS The war tax was not passed on to the public by an increase of the retail price except by the cut price stores in the larger cities, leaving the small retail druggist in residence neighborhoods and in smaller towns to pay this war tax out of their profits, and

WHEREAS The result has been that this war tax has to a very large extent amounted to a special tax on a worthy though far from wealthy class, the small retail druggist, and

WHEREAS The taxation of a special class is contrary to the best public policy, therefore be it

Resolved By the American Pharmaceutical Association that the imposition of a stamp tax on proprietary remedies and toilet preparations becomes in its enforcement class legislation of an objectionable nature, and be it further

Resolved That the Congress of the United States be and is hereby petitioned not to impose a stamp tax on proprietary remedies and toilet articles, but to impose any stamp tax which may be necessary on checks, receipts, notes and similar commercial papers which would distribute the tax throughout the whole commercial world rather than restrict it to a limited class of dealers.

SOME EFFECTS OF THE WAR.

The annual meeting of the American Chemical Society, which was to have been held in Montreal Can., next month, has been indefinitely postponed in view of the general warfare in Europe and the consequent political uneasiness felt throughout the civilized world.

As the European war has prevented many of the delegates to the International Pharmaceutical Federation from leaving their native countries, the conference of this representative organization of pharmacists and drug interests, which was to have been held in Berne, Switzerland, on August 7, was postponed indefinitely.

The publication of the new edition of the British Pharmacopoeia also has been postponed on account of the war.

The Chicago section of the American Chemical Society has sent a circular letter to the manufacturing and business interests of Chicago, offering its help in the adjustment of conditions in the interested trades which have been disrupted by the war. The committee decided to establish a bureau composed of chemists of recognized standing, which invites inquiry from any who desire advice as to the best method of procedure to overcome the handicap resulting from the scarcity of foreign produced chemicals and products, and to answer inquiries and to supply, when possible, information such as cannot be obtained through the usual channels, or to direct inquiries to reliable sources of information.

COLORING POUDRES COMPACTE.

One of our valued correspondent calls attention to an error which sometimes is committed by manufacturers of the poudres compacte and, like the helpful delver in the perfume industry that he is, he suggests a remedy. His letter follows:

"Please lend your good help toward correcting some mistakes which are being made by some American makers of the Poudres Compacte and which might unfairly jeopardize all business in these dainty little productions. According to our tests of samples which have come into our hands, many of these powders are being tinted with colors that are soluble in water or alcohol or both. As you know, it is difficult to entirely exhaust such colors except by elaborate processes, and without the use of greater quantities of solvent than will attain the shade of powder desired. The result is that after using powders tinted with these soluble colors, a bath, rain storm, or even perspiration may result in a serious stain that is sometimes difficult and most tedious to remove. Also in one test we found color that we believe to be dangerous.

"As we do not believe in criticising without also offering a remedy, we presume to suggest that our friends try combinations of the colored earths such as the English green earth, French ochre, and the mineral colors such as the red oxides of iron, Smalt blue, etc. These are all insoluble and are the only kind of color suitable for face or talcum powders."

THE MANUFACTURING PERFUMERS.

A special meeting of the Executive Board of the Perfumers' Association, held in New York the 15th inst., was attended by the following members thereof: A. M. Spiehler, president; Theo. Ricksecker, A. D. Henderson, F. K. Woodworth, F. B. Marsh, A. B. Calisher, F. N. Carpenter, W. A. Bradley, J. Clifton Buck. The absentees were S. S. West and D. H. McConnell.

We regret to learn that the progressive measures of the present administration of the association were not adopted, due mainly, we understand, to the opposition of certain old-time conservative members of the board who have been identified with the management of the association almost since its formation.

The general demand on the part of the membership of the association for a more liberal and progressive programme was fully indicated at the last convention, and reflected in the committee appointments made by President Spiehler.

It was seen, therefore, that those members of the board who are out of sympathy with the modern plans should resign in order to make room for those who are more in harmony with the prevailing sentiment of the association. We urge this without implying any personal criticism of the gentlemen involved. The situation is aggravated to some degree by the fact that in some instances members of the same firm are on the board, and we are glad to learn that those members are inclined to the view that this anomalous situation should not continue.

The Executive Board has the power to fill vacancies among its own membership during the year, and therefore there is no need to wait until the next annual meeting of the association, should there be a genuine and prevailing desire in the board to change this state of affairs.

We make these remarks and recommendations in a friendly spirit without applying criticism or passing judgment upon any individuals, and we are impelled to this expression solely through our interest in the association and the trade in general.

PEARS AND LEVER IN COMBINE.

At an extraordinary general meeting of A. & F. Pears, Ltd., held last month, the proposed working agreement with Lever Bros., Ltd., was submitted and approved. The chairman (Sir Thomas R. Dewar) explained that it was proposed to convert the existing issue of 320,000 ordinary shares into 12 per cent. cumulative preferred ordinary shares and to increase the capital by issuing 150,000 new ordinary shares, which would be purchased by Lever Bros. These new ordinary shares would receive no dividend until the interest of 5 per cent. on the debentures, 6 per cent. on the preference shares, and 12 per cent. on the preferred ordinary shares had been paid. The reserve fund, which was at present £80,000, would be increased by annual transfers from the profit and loss account of £10,000 until it reached £100,000, and afterwards by annual sums of not less than £5,000, until it amounted to

£200,000, the figure of the existing debenture stock. The £150,000 received from the new issue of ordinary shares would be invested in Lever Bros.' 15 per cent. preferred ordinary shares of £1 each at par, the market value of those shares in normal times being about £2 5s. each. The security of the shareholders' capital and of their 12 per cent. dividend would be increased by having behind the preferred ordinary shares investments, bringing in an additional income of £27,603 per annum. The directors were anxious to secure the best methods of providing for the supply of and demand for the company's specialties, and they now offered the shareholders the means by which these could be obtained. The connections of Lever Bros. were world-wide; their network of channels of distribution from their branches and establishments in foreign countries and Greater Britain would open up a new-born development. Sir William Lever had specially stated that he was anxious that the employees of A. & F. Pears should continue exactly as heretofore, and that the business should be carried on as if this contract did not exist.

SECRETS OF THE SALESMAN'S ART.

Preaching what is and what is not good salesmanship is all very well from the standpoint of the theorist, but too seldom is it practical from the standpoint of the buyer, who, after all, is the one most concerned and whose opinions and impressions are most illuminating. The *Southwest Commercial Bulletin* of Los Angeles claims to have received recently the following letter, headed "A Consumer's Views on Salesmanship":

"I am not a salesman, but I am a good buyer, and have probably purchased more things that I did not want than any man of my age. Hence, it may be interesting to salesmen to listen for a brief spell to a consumer's idea of what constitutes good salesmanship.

"I here and now confess that nine-tenths of what induces me to buy is the ability of the seller to jolly me along. Cheerfulness and signs that you feel good, enjoy life, and are full of glee inside, are better than a letter of introduction from Mr. Rockefeller. Don't argue. State facts. Don't arouse opposition in the buyer's mind. Agree with him, or dodge the issue. Lead him around to some subject where you are at home. I hate to have a seller try to prove to me I'm wrong. Perhaps I am; but I don't like to admit it.

"Use plain language. If you are selling automobiles don't talk about carburetors and reciprocating dudads and compound thingumbobs. Go somewhere and learn the English of these things and how to make them clear to a washerwoman. Never use a term when there is any doubt whether the customer understands it. We don't like to be made appear ignorant.

"Tell the truth. If you are with a firm where you dare not tell the truth, leave it.

"Be candid. Do not conceal things. The thing you have to sell has certain merits; it ought to sell on those. To sell a thing upon merits it does not have is poor policy.

"Be dependable. Even if you make a casual remark, for instance, that you will send a man a bunch of blotters or a book or a calendar, don't fail to do it. Forgetting is almost as bad as lying. If you promise to come back next Tuesday, do it, or send a telegram. Create the impression that you will keep your word if it bankrupts you.

"Have a good appearance. There may be a few people left who like to see a dirty shirt and frayed cuffs, but they are growing scarcer every day.

"When you attack a customer aim two inches below his collar bone. If you can make him like you it is far and away better than to try to prove anything to his mind. Very probably he hasn't much mind to speak of. But we all have hearts."

METRIC SYSTEM AND NET WEIGHT.

In our Flavoring Extract Section will be found the chief points of an interesting decision handed down by the Attorney-General of New York State, in which he rules that net weight markings in the metric system are lawful. He argues with propriety that the State cannot put a ban on a system of marking so long as the Federal Government includes that system in its standards of measurement. Various efforts have been made in the United States to push the propaganda for the metric system for weighing and measuring, and it is in use in some large manufactories, but the progress made in its general adoption has been slow. Its permissive use by law is certainly a victory for its friends, but they are likely to have to wait a long time before the change will be general, if indeed that time ever should arrive in this country.

TRADE MARK DECISION.

An interesting case reported in the *Trade Mark Record* is that of the Simplex Automobile Co. vs. Kahnweiler, 147 N. Y. Supp. 617. The plaintiff, a concern manufacturing automobiles, commenced an action to restrain the defendant from using the word "Simplex" on fire extinguishers. Strangely enough the Trial Court granted an injunction and an appeal was thereupon taken to the New York Appellate Division. The decision of the lower court was reversed on the obvious ground that automobiles and fire extinguishers are not the same kind of goods or merchandise of substantially the same descriptive properties, and that as there could be no actual competition between these goods there could be no unfair competition.

BRITISH PHARMACEUTICAL CONFERENCE.

The fifty-first annual sessions of the British Pharmaceutical Conference were held at Chester in July, with the president, Edward Henry Farr, Ph.C., F.C.S., presiding. The attendance was good and the papers timely. Following is the list of officers for 1914-15:

President—E. Saville Peck, M. A., Cambridge.

Vice-Presidents—The Past Presidents; Edmund White, B. Sc., F. I. C., London; J. P. Gilmour, Glasgow; D. M. Watson, Dublin; E. F. Harrison, B. Sc., F. I. C., London; Dr. F. B. Power, London; G. Whitfield, Scarborough.

Honorary Treasurer—D. Lloyd Howard, F. C. S., London.

Hon. General Secretaries—Horace Finnemore, B. Sc., F. I. C., London; Reginald R. Bennett, B. Sc., F. I. C., London.

MEETINGS OF THE A. PH. A. AND N. A. R. D.

The sixty-second annual meeting of the American Pharmaceutical Association at Detroit, last month, was largely attended and proved highly successful. George M. Beringer, of Camden, N. J., officiated as president. Among the numerous papers read in the scientific section were the following: Physical Properties of Some Volatile Oils, by F. Rabak, illustrated by charts showing the variations in constants of specially cultivated oils from year to year, as found by the Bureau of Plant Industry, Department of Agriculture; Distinction Between True and Synthetic Oils of Wintergreen, by G. N. Watson and L. E. Sayre, in which distinguishing tests were given; Notes on Analysis of Some Essential Oils, F. D. Dodge.

These new officers were installed and San Francisco was selected as the place for the 1915 meeting:

President, Caswell A. Mayo, New York.

Honorary president, Geo. H. Shafer, Madison, Ia.; First vice-president, L. D. Havenhill, Lawrence, Kan.; second vice-president, C. H. Packard, Boston, Mass.; third vice-president, Charles Gietner, St. Louis, Mo.; general secretary, W. B. Day, Chicago, Ill.; treasurer, H. M. Whitley, St. Louis, Mo.; reporter on progress of pharmacy, C. Lewis Diehl, Louisville, Ky.; editor of the journal, E. C. Marshall, Columbus, Ohio.

New members of the Council—M. I. Wilbert, Washington, D. C.; G. M. Beringer, Camden, N. J.; Otto F. Claus, St. Louis, Mo.

Officers of the Council—Chairman, E. G. Eberle, Dallas, Tex.; vice-chairman, J. G. Godding, Boston, Mass.; secretary, J. W. England, Philadelphia, Pa.

House of Delegates—President, W. S. Richardson, Washington, D. C.; first vice-president, C. B. Jordan, Lafayette, Ind.; second vice-president, H. M. Faser, Oxford, Miss.; secretary, Joseph Weinstein, New York.

The National Association of Retail Druggists convened last month in Philadelphia with more than a thousand members present and the president, James F. Finneran, of Boston, in the chair. In addition to matters of interest only to the drug trade, the convention endorsed the Stevens bill for price regulation and advocated reforms in the patent law. The association's financial condition was reported to be good. Price boosting on account of the European war was condemned. One cent letter postage was advocated.

The following officers were elected for 1914-15:

President, Samuel C. Henry, of Philadelphia, Pa.

First vice-president, A. S. Ludwig, of St. Louis, Mo.; second vice-president, W. L. Humphrey, of Huntsville, Ala.; third vice-president, T. C. Colman, of La Junta, Colo.; secretary, Thomas H. Potts, of Chicago, Ill.; treasurer, Grant W. Stevens, of Detroit, Mich.

Executive Committee—Chairman, C. H. Huhn, of Minneapolis, Minn. (has one year of his term to serve); James F. Finneran, of Boston, Mass. (elected for three years); R. J. Frick, of Louisville, Ky. (elected for three years); T. S. Armstrong, of Plainfield, N. Y. (elected for two years to fill unexpired term of S. C. Henry); J. P. Crowley, of Chicago, Ill. (has two years of his term to serve); and M. A. Stout, of Bluffton, Ind. (has one year of his term to serve).

The Drug Show in connection with the sixteenth convention of the N. A. R. D. was the best yet. Among those who exhibited or sent donations were the following: Whitall-Tatum Co., Frederick Stearns & Co., Armour & Co. (Armour Soap Works), Colgate & Co., Ungerer & Co., Richard Hudnart, Andrew Jergens Co., Kolytos Co., J. Hungerford Smith Co., Melba Mfg. Co., Smith, Kline & French Co., Schandtein & Lind and the Armstrong Cork Co.

The National Wholesale Druggists' Association meets in Indianapolis, September 21-26.

BARBERS' SUPPLY DEALERS' CONVENTION.

The annual convention of the Barbers' Supply Dealers' Association of America, held its annual convention at the La Salle Hotel, in Chicago, during the week of August 10. The attendance was excellent, the papers were interesting and the display of exhibits proved attractive and beneficial to the members. The following officers were chosen for the ensuing year:

President, Chas. M. Dickson, Sioux City, Ia.; first vice-president, H. Fehr, Austin, Tex.; second vice-president, A. Halverson, Oklahoma City, Okla.; treasurer, Otto Haas, Chicago, Ill.; secretary, G. G. Thomas, Des Moines, Ia.

Executive Committee—Fred Dolle, Chicago, Ill.; Jas. G. Barry, Chicago, Ill.; Fred Kunkel, St. Louis, Mo.; A. J. Krantz, St. Paul, Minn.

CANADIAN TARIFF CHANGES.

Tariff changes went into effect in Canada last month providing for increased rates of import duty on a large number of articles of general consumption. The new rates, except those applicable to tariff Nos. 146, 147, and 156 (in force August 7), went into effect August 21, 1914. The following table shows the preferential and general rates provided by the present resolutions and the corresponding rates previously in force on items of interest to our readers:

[“N. o. p.” means “not otherwise provided for” in the tariff.
Gallon (imperial) 1.009 U. S. gallons; proof gallon, 1.374 U. S. proof gallons.]

Obtaining Perfumes from Fatty Bases

Obtaining Perfumes from Fatty Bases.
Perfumes in enfleurage with fatty bodies; Process for
the removal of —. Lautier Fils. Fr. Pat. 465,941.
The perfumes adhering to the fatty base obtained in the
enflleurage process are removed by exhaustion (suction).

THE BATH AND ITS PERFUMING

By H. MANN

In all periods the bath has taken a foremost place in the cosmetics of nations and the use of water in the form of hot and cold baths, whether for medicinal and cosmetics purposes or whether from especial cleansing reasons, extends back to the dim and distant past. What has come down to us of the hygienic and cosmetic knowledge of ancient races always points to the regular use of the bath and none of the old Roman remains, such as may be found especially in Germany and France, fails to present, in part, very splendidly arranged bathing facilities, so that all these and similar mementos may be considered as enduring signs of the high degree of culture of past ages. Strange to say, we find that in the Middle Ages, practically up to the end of the period, there was a certain turning away from baths, the explanation for which may be the fact that the physicians of that time were, to some extent, retrogressive. Thus, the history of the bath as a therapeutic and cosmetic agent is one of the most interesting chapters in the history of the culture of all peoples of the globe.

In order that a cosmetic should be of value in application to the human body it must be possible to maintain it absolutely definite and also within certain limits. A distinction is therefore drawn in the case of baths between the following stages: cold bath, hot bath, full bath and half bath (*Sitz* bath). Inasmuch as the human body has the power of maintaining its temperature approximately at a constant point, even when external conditions are relatively unfavorable, the use of one bath or the other must appear desirable for specific purposes. The temperature of a bath should not be set without due consideration, for its action on the skin and on the body is quite different. In warm bathing water the pores of the skin dilate while in a cold bath the muscles of the skin and of the pores contract considerably. These are factors which must be accorded attention under all conditions, for the influence of the bath on the body and an entire series of exceedingly important organs is very considerable, especially as regards the muscles, the nervous system and the circulation of the blood, as well as breathing, also a cold bath particularly freshens up the spirit and stimulates bodily activity and can also be taken in each of the aforementioned stages, that is to say, as a full bath, half or partial bath. Of course, as the last, it is taken in the form of a foot bath.

The temperature of the warm or hot bath lies between 38 degs. and 42 degs. C. Under the influence of this external temperature, the temperature of the human body also increases, especially if that of the water is more than 37 degs. C. It is of great importance for the beauty expert not to fail to give this factor the necessary attention, for the influence of this increase of the internal temperature of the human body manifests itself in an appreciable increase of the skin metabolism and by the formation of perspiration, the largest amount of which should be obtained at 40 degs. C.

The beauty expert must be acquainted with all these

particular items, if he wishes to understand the action of the perfumes which he prepares especially for these baths. For, in order to lend a greater effect to these baths, as to practically all the aforementioned factors, medicinal and chemical additions have first been made to them, which are introduced especially in the full bath at blood heat, and the so-called medicinal baths have been prepared whose action on the body is helped along appreciably by the chemical substances dissolved in the water. These labors belong only partially to the beauty expert, for in this case the physician's opinion has, as a rule, the greater weight. Even with the simple addition of salts the work of the former begins. The salt baths—a greater addition than 2 per cent. should not be made—have a gentle stimulating action on the skin and in this way cause an increased circulation of the blood which is exceedingly pleasant, inasmuch as because of it the internal organs are relieved to some extent. If now, a suitable perfume be added to these salt baths, then their action is twice as strong. For this reason especially prepared bath salts have been manufactured, the basis of which, in most cases, is pure, crystallized sodium carbonate, but crystallized sodium sulphate is also used just as much. The finest results are obtained with both. Whereas the small crystals of the former are fairly uniform, the latter forms large lumps which are first broken up and then sorted to one size by means of a sieve. The dust is then removed from the crystals by shaking on a small-meshed sieve, after which they are filled into suitable containers. The perfuming of these bath salts, which, in the course of time, has become a very important article, takes place in various ways. Some of them are perfumed with flower oils, although essential oils such as pine-needle oil, pine oil, etc., which liberate ozone also meet with great favor. Very often aromatic resin solutions are added to the bath salt, inasmuch as they lend a milky appearance to the water and thereby increase the *apparent* action, whereas in reality this does not actually take place, for the small amount of alcohol which is present in the resin solution can never have any special effect. In spite of this, such bath salts which cause milkiness are highly prized in many localities. Since, however, bath salts would assume a dark coloration under the influence of ordinary sweet-smelling resin solutions such as benzoin, styrax, tolu, etc. (which is not desirable), bleached sweet-smelling resins are used for this purpose. These resins are freed absolutely from all coloring matters and vegetable residues and form, pale yellow (many practically white), very viscous or also solid bodies, which, however, still contain all the aromatic substances and have not been robbed of any of their essential oils, etc. Bath salts are also encountered to which a small amount of salol is added for the same purpose of making the water milky. This, as well as the perfumes also, is dissolved in alcohol and then added to the salts after they have been filled into bottles. These consist of Weithal bottles which are sealed with cork or glass stoppers. The combinations of cork and polished wood

covers are also very pretty, the former being glued into the latter, so that upon removal of the polished wooden cover, the cork can easily be removed from the neck of the flask. The shape of the flasks and the amount which they contain vary considerably.

Another very much favored perfuming agent for the bath is Eau de Cologne. Special bath of Eau de Cologne are made and for this purpose a good Eau de Cologne is used, to which a fair percentage of a pale, sweet-smelling resin solution is added and which, therefore, cannot be kept below an alcohol content of 65 per cent. In this case, also, salol is often used instead of the resin, especially if it be a question of manufacturing very inexpensive grades, for which the terpeness as well as the sesquiterpeneless essential oils may also be made use of. Furthermore, a little table salt is added to these Eau de Cologne baths in order to increase their hygienic value.

Then again, fine toilet vinegar is also used to a great extent for perfuming baths. This consists of a mixture of perfumes dissolved in alcohol, and of glacial acetic acid and acetic ether diluted with water, the former being the main component. To eight parts of alcohol, about 0.8 parts glacial acetic acid and 0.2 parts acetic ether, as well as 3 parts of distilled water are taken. Oil of bergamot, lemon oil and lavender oil in equal portions are taken for pleasantly perfuming the mixture; further, small amounts of oil of petitgrain, oil of cloves and artificial oil of neroli, also some red oil of thyme. Sweet-smelling resin and orris infusions are then also added. These toilet vinegars are also used in various flower perfumes and in this event pretty blossom effects are produced with any given flower oil on the basis of toilet vinegar, as stated above.

Particular attention must be accorded to those baths to which pine-needle odor is to be added. For this not only pine-needle oil, pine oil, silver fir oil, but also coumarin, heliotropin and sage oils are used. Special so-called extracts are prepared just for this purpose (some of which are nothing but strongly perfumed, completely evaporated soap preparations, which, however, are still of a creamy consistency), to which, besides the perfume, other substances are also added, among which sodium perborate may also be included. In this last case, however, the soaps and other preparations should not contain any glycerine, because in the presence of the latter the perborates are decomposed. The ozone-producing products find a ready market because their total action on the nerves is an uncommonly restful one.

We need still mention the carbonic acid-developing perfumed baths. They consist in the main of mixtures of sodium bicarbonate and tartaric acid which are perfumed with silver fir oil. The exact amount to be used for one bath is packed in a neat little box or paper carton and as soon as this is emptied into the bathing water, carbon dioxide is liberated and produces an exceedingly pleasant sensation. Perborate is also used to great extent in this case.

For the remainder it must be left to the beauty expert to invent other substances which may be used for the purpose discussed here, in which respect, among others, borax gives very good service, especially as regards beautifying of the skin. It is possible, therefore, to invent a large number of excellent and readily mar-

ketable substances which will also afford a very fine profit.

ACIDITY OF HYDROGEN PEROXIDE.

B. L. MURRAY, PH. C., RAHWAY, N. J.

The acidity of solutions of hydrogen peroxide may be due to one or more acids, free phosphoric, sulphuric, or hydrochloric acid usually being present. To determine quantitatively how much free acid is present has been studied by many, and with varying success. The choice of an indicator for the titration must be made, and it has generally been attempted to select one indicator suitable for all cases. Of course the amount of free acid in solution of hydrogen peroxide for general medicinal use does not need to be controlled very closely, so perhaps one indicator for all acids is sufficient. But by following out a suggestion published by the writer some years ago, and lately elaborated, we can easily select an indicator suitable to the acid to be titrated.

It was advised that one could decompose the hydrogen peroxide by means of platinum metal, subsequently titrating the acid remaining. This procedure has now assumed this shape. Place the customary 25 cc. sample of peroxide and an excess of decinormal solution of sodium hydroxide in a long test tube (about 8 or 10 inches long). Add about three grams of platinized pumice stone and place the tube in a steam bath for about 15 minutes, or until the peroxide is all decomposed. The heat and the shape of the container (long and narrow) hasten the reaction. It only remains to pour the remaining liquid into a beaker or flask and complete the titration of the acid that was in the peroxide, now in simple aqueous solution as a sodium salt. In our hands an excess of standardized acid is generally added, followed by boiling and subsequent titration with decinormal alkali. Any indicator suitable to the acid and conditions at hand can be used. Experiments show that it is easy by the above method to so completely destroy the peroxide that no reduction of permanganate can be obtained from the resulting liquid. The pumice stone is easily prepared by soaking the stone in solution of platinic chloride, then igniting, then re-soaking and re-igniting. It is used over and over.—*Journal of the American Pharmaceutical Association*.

Adulteration of Perfumes with Benzyl Benzoate.

Many essences are adulterated by means of benzyl benzoate. The presence of this product may be recognized by the density being abnormal, the greasy aspect and the solidification point of the product.

On the other hand, the coefficient of saponification is considerably raised. 56 miligrams of potash correspond to 212 of benzyl benzoate, which permits one to determine the eventual proportion to which a substance is diluted.

As to a qualitative analysis it is based upon the following reactions: Saponify the ether. An alkaline benzoate is formed soluble in water. This water solution is treated with a solution of iron perchloride which gives a voluminous precipitate of benzoate of iron of flesh color.

A small addition of hydrochloric acid dissolves same and the benzoic acid is formed which is easily recognized.

The natural ethers also give a colored precipitate (rich brown acetates) entirely soluble in hydrochloric acid.

One may next study the addition of phthalic ethers, etc.—*La Perfumerie Moderne*.

PRODUCTION OF GERANIUM OIL

By Consul Dean R. Mason, Algiers

The geranium rosat, from whose stems the geranium oil of commerce is extracted, was taken from South Africa to France about 1690. It was first cultivated on the Riviera in the neighborhood of Grasse about 1847 for the production of geranium oil, and was introduced from France into Algeria about 1848.

It is claimed that the quality of the geranium oil produced in the south of France is superior to that made elsewhere, but it can be produced more economically in Algeria. Owing to frost, the geranium rosat has to be planted annually in France, and intensive cultivation, involving a considerable use of manure and watering, is necessary to secure an annual cutting. In Algeria the plant generally lives five to six years or longer, and three annual cuttings can be made.

Geranium oil produced in Spain is of good quality, and the geranium rosat is cultivated in the Provinces of Valencia and Almeria.

Owing to economy of production, due to favorable climatic conditions, the most important producers of geranium oil at present are Algeria and the Island of Reunion. The quantity and value of geranium oil exported from the countries named during the years 1909 to 1913 were as follows:

Year.	Algeria.		Island of Reunion.	
	Pounds.	Value.	Pounds.	Estimated value.
1909	90,384	\$194,158	131,810	\$208,774
1910	74,516	202,264	136,228	267,581
1911	62,832	192,421	98,370	246,797
1912	54,895	274,639	96,782	325,132
1913	84,216	422,284	*82,925	.....

*It will be noted that these figures are at variance from those quoted from another source.

The price of geranium oil has been subject to considerable fluctuations, and the Algerian industry was seriously affected by the low prices paid in 1907 to 1909, when a pound sold at \$2 to \$3. Since 1909 there has been a decided rise in price, and in 1913 there was a considerable increase in production. Since the commencement of the year 1914 Algerian geranium oil has been sold up to date at about \$4 per pound, and should present prices be maintained it is likely that production in Algeria will increase. Algeria now has about 4,000 acres devoted to geraniums.

Geranium oil is a high-grade perfume similar to but much less expensive than attar of roses, but it has only a limited market, and prices have been affected by overproduction and especially by the sale of cheap artificial perfumes. The rise in price of geranium oil within the last four years tends to show that, despite the sale of cheaper products, there will continue to be a limited market for it.

POSSIBLE PRODUCTION IN THE UNITED STATES.

It would appear that the geranium rosat of southern France, Spain, and Algeria could also be grown in southern California. If its culture should be attempted it is important that the experiment be made in a locality not subject to severe frost, to which the plant is very sensitive.

The limited market for geranium oil and the possibility of low prices due to temporary overproduction are factors that are liable to affect seriously the profits from growing the geranium rosat, but if prices should be too low to furnish an adequate return, as was the case in 1907 to 1909, its culture might be suspended without serious loss. A cutting can be made the year that geranium rosat is planted and a full crop obtained the second year. The only equipment required is a comparatively inexpensive apparatus for distillation.

The duty of 20 per cent. on nonalcoholic geranium oil imported into the United States should materially help American producers.

It has been ascertained that cuttings of the geranium rosat can be secured at Algiers properly packed for shipment at \$3 to \$4 per thousand. Should persons in the United States desire to undertake growing the geranium rosat, detailed information as to methods of cultivation and profits in Algeria can be obtained through the American consulate at Algiers.

GERANIUM OIL (ROSE GERANIUM OIL).

From Allen's Commercial Organic Analysis: The true geranium oil is distilled from the fresh flowering herb of species of *Pelargonium*, chiefly varieties of *P. adoratissimum*, *capitatum*, and *roseum*. Rose petals are not infrequently distilled with the geranium plant to obtain a finer product, so that a true geranium oil is somewhat difficult to procure. The true oils should not be confused with the so-called Indian (Turkish) geranium oil (*palmarosa oil*), a product of the leaves of *Andropogon* (*Cymbopogon*) *schananthus*, which is largely used as an adulterant of rose attar.

Geranium oil is colorless or slightly green or brownish and of pleasant roselike odor. Its specific gravity ranges from 0.888 to 0.906 at 15.5°C. and its optical rotation between the limits -6° to -16°. The oil is soluble in 3 volumes of 70 per cent. alcohol, a factor which is very useful in detecting adulteration.

The following table shows the physical characters of the different commercial varieties of geranium oil. (Gildemeister and Hoffman, The Volatile Oils, p. 450.) The figures for the German oil are added, though this is not an article of commerce:

Variety	Specific gravity.	Optical rotation.	Solubility in Esters (as	
			70 per cent.	geranyl (tiglate).
French	0.897 to 0.905	-7.3 to -9°	2 to 3 vols.	25 to 28
Reunion	.889 to .895	-8 to -11°	2 to 3 vols.	27 to 33
Algerian	.892 to .900	-6.3 to -10°	2 to 3 vols.	19 to 29
Spanish	.897	-10 to -11°	(*)	35 to 42
German	.906	-16°	.....	.....

*Not soluble owing to presence of a paraffin.

Parry gives the following indices of refraction for geranium oils:

African oil	1.4680
Bourbon oil	1.4640
Spanish oil	1.4610
French and German oils	1.4650
Indian oil	1.4800 to 1.4900

Geraniol is the chief constituent of geranium oil, which also contains citronellol. The two alcoholic constituents of the oil range in amount from 60 to 70 per cent. (free), and in addition 20 to 40 per cent. of their esters are present, chiefly tiglates. A considerable amount of free acid is sometimes present in geranium oils, while esters of caproic, and probably of acetic, butyric, and valeric acids also occur in small quantities. The Algerian oils contain a smaller proportion of esters than other varieties. In addition, geranium oil contains levomenthone and small amounts of pinene, phellandrene, amyl alcohol, linalol, and a paraffin melting at 63°C. Reunion oil is also stated to contain a blue high-boiling fraction, and according to Flateau and Labbe oleic acid is present as the geranyl ester, while other geranium oils are said to contain an acid having the formula $C_{11}H_{20}O_2$.

Geranium oils are liable to adulteration with fatty oils, and with the oils of turpentine and cedar wood. All such additions tend to decrease the solubility of the oil in 70 per cent. alcohol. Fatty oils would be further detected by the

presence of a nonvolatile residue. The paraffin naturally occurring in geranium oils will rise to the surface on the addition of alcohol, while fatty oils tend to fall to the bottom of the containing vessel. Geranium oil is largely adul-

terated with the so-called Indian geranium oil, an addition which causes a lowered ester value. An adulteration with benzoic esters has been reported by Schimmel. This raises the ester value and is difficult to detect.

THE SOAP MAKING INDUSTRY

By DR. E. G. THOMSEN, New York, N. Y.

(Continued from page 166, August, 1914.)

LIGHT POWDERS.

It may be further stated that soap powders are often aerated to increase their bulk and these are known as light powders. This may be done in a rapidly revolving crutcher, as with floating soap or by pumping air under pressure into the mass while clutching.

In the larger factories where quick cooling is required, the soap powder mixture is run directly from the mixer upon cooled revolving rollers, through which water circulates at a temperature of about 35 degrees F. The water is cooled by a refrigerating plant. From this cooling device the chips pass continuously into the grinding mill.

SCOURING POWDERS.

Scouring powders are very similar to soap powders and differ only in the filler used. We have already considered these fillers under scouring soap, from which they do not differ materially. They are usually insoluble in water to aid in scouring. The mixer used for substances of this kind when incorporated with soap and alkali must be of strong construction.

SCOURING SOAP.

Scouring soaps resemble soap powders very closely in their composition, in that they are a combination of soap and filling material. Since more lather is required from a scouring soap than in soap powders, a cocoanut oil soap is generally used. The usual filling material used is silex. The greatest difficulty in the manufacture of scouring soap is the cracking of the finished cake. This is usually due to the incorporation of too great an amount of filler, or too high a percentage of moisture.

In manufacturing these soaps the cocoanut oil is saponified in the crutcher with 38 degs. B. lye, or previously saponified as a run soap, as already described under "Marine Soaps." To twenty-five parts of soap are added a percentage of 38 degs. B. sal soda or soda ash solution, together with a small quantity of salt brine. To this mixture in the crutcher seventy-five parts of silex are then put in and a sufficient amount of hot water to make the mass flow readily. Care must be exercised to not add too great a quantity of water or the mass will crack when it cools. The mass is then framed and cut before it sets, or poured into molds and allowed to set. While silex is the most extensively used filler for scouring soaps, it is feasible to incorporate other substances of like character, although it is to be remembered the consumer is accustomed to a white cake, such as silex produces. Any other material used to replace silex should also be as fine as this product.

FLOATING SOAP.

Floating soap occupies a position midway between laundry and toilet soap. Since it is not highly perfumed and a large piece of soap may be purchased for small cost, as is the case with laundry soap, it is readily adaptable to general household use. Floating soap differs from ordinary soap in having air crutched into it which causes the soap to float in water. This is often advantageous, especially as a bath soap, and undoubtedly the largest selling brand of soap on the American market today is a floating soap.

In the manufacture of floating soap a high proportion of cocoanut oil is necessary. A most suitable composition is one part cocoanut oil to one part of tallow. This is an expensive stock for the highest grade of soap and is usually cheapened by the use of cottonseed or various other liquid oils. Thus it is possible to obtain a floating soap from a kettle stocked with 30 per cent. cocoanut oil, 15 per cent. cottonseed oil and 55 per cent. tallow. With this quality of soap, however, there is a possibility of sweating and rancidity, and of the soap being too soft and being poor in color.

The process of manufacture is to boil the soap in an ordinary soap kettle, after which air is worked into the hot soap by a specially constructed crutcher after which the soap is framed, slabbed, cut into cakes and pressed.

Concerning the boiling of the soap, the saponification must be carefully carried out, as the high proportion of cocoanut oil may cause a violent reaction in the kettle causing it to boil over.

The method of procedure is the same as for a settled soap up to the finishing. When the mass is finally settled after the finish, the soap should be more on the "open" side and the object should be to get as long a piece of goods as possible.

Due to its high melting point, a much harder crust forms on the surface of a floating soap and in a greater proportion than a settled soap during the settling. In a large kettle, in fact, it has been found impossible to break through this crust by the ordinary procedure to admit the skimmer pipe. Much of the success of the subsequent operations depends upon the completeness of the settling, and in order to overcome the difficulties occasioned by the formation of the crust everything possible should be done in the way of covering the kettle completely to enable this period to settling to continue as long as possible.

When the soap is finished it is run into a specially constructed U-shape crutcher, a Strunz crutcher is best adapted to this purpose, although a rapidly revolving upright screw crutcher has been found to give satisfaction upon a smaller scale and a sufficient quantity of air beaten into the soap to make it light enough to float. Care must be taken not to run the crutcher too rapidly or the soap will be entirely too fobby. During this operation the mass of

soap increases in bulk and after it has been established how much air must be put into the soap to satisfy the requirements, this increase in bulk is a criterion to estimate when this process is completed.

It is of course understood that the longer the crutching continues the greater quantity of air is incorporated and the increase of volume must be established for a particular composition by sampling, cooling the sample rapidly and seeing if it floats in water. If the beating is continued too long an interval of time, the finished soap is too spongy and useless.

The temperature of the mass during crutching is most important. This must never exceed 158 degrees F. At 159 degrees F. the operation is not very successful, yet the thermometer may indicate 140 degrees F. without interfering with this operation. If, however, the temperature drops too low, trouble is liable to be met with, by the soap too quickly solidifying in the frames.

When the crutching is completed, the soap is allowed to drop into frames through the valve at the bottom of the crutcher and rapidly crunched by the hand in the frames to prevent large air spaces and then allowed to cool. It is an improvement to jolt the frames as they are drawn away as this tends to make the larger air bubbles float to the surface and thus reduce the quantity of waste. When the soap has cooled, the frame is stripped and the soap slabbed as usual. At this point a layer of considerable depth of spongy soap will be found to have formed. This of course must be cut away and returned to the kettle. The last few slabs are also often rejected, inasmuch as the weight of the soap above them has forced out so much of the air that the soap no longer floats. As a fair average it may be estimated that not more than 50 to 60 per cent. of the soap in the kettle will come out as finished cakes, the remaining 40 to 50 per cent. being constituted by the heavy crust in the kettle, the spongy tops, the bottom slabs and scrapings. This soap is of course reboiled and consequently not lost, but the actual cakes obtained are produced at a cost of practically double labor.

It is advisable to add a small quantity of soap blue color to the mass while crutching to neutralize the yellowish tint a floating soap is liable to have.

Some manufacturers add a percentage of carbonate of soda, about 3 per cent., to prevent the soap from shrinking. Floating soap may also be loaded with sodium silicate to the extent of about 5 per cent.

TOILET SOAP.

It is not a simple matter to differentiate between toilet soaps and various other soaps, in that numerous soaps are adaptable to toilet purposes. With some soaps of this variety are manufactured by the cold made or semi-boiled process, and not milled, the consumer has become accustomed to a milled soap for general toilet use.

The toilet base most extensively employed is a tallow and cocoanut base made as a full boiled settled soap. The manufacture of this base has already been outlined and really needs no further comment except that it is to be remembered that a suitable toilet soap should contain no great excess of free alkali which is injurious to the skin. Cochin cocoanut oil is preferable to the Ceylon cocoanut oil or palm kernel oil, to use in conjunction with the tallow, which should be a good grade and color if a white piece of goods is desired. The percentage of cocoanut oil may be anywhere from 10 to 25 per cent., depending upon

the kind of lather required, it being remembered that cocoanut oil increases the lathering power of the soap.

In addition to a tallow base, numerous other oils are used in the manufacture of toilet soaps, especially palm oil, palm kernel oil, olive oil and olive oil foots, and to a much less extent arachis or peanut oil, sesame oil and poppy seed oil. Oils of the class of cottonseed, corn and soybean oils are not adapted to manufacturing a milled soap, as they form yellow spots in a finished cake of soap which has been kept a short time.

Palm oil, especially the Lagos oil, is much used in making a palm base. As has already been stated the oil is bleached before saponification. A palm base has a yellowish color, a sweetish odor, and a small quantity added to a tallow base naturally aids the perfume. It is especially good for a violet soap. The peculiarity of a palm oil base is that this oil makes a short soap. By the addition of some tallow or twenty to twenty-five per cent. of cocoanut oil, or both, this objection is overcome. It is a good plan in using a straight palm base to add a proportion of yellow color to hold the yellowish tint of this soap, as a soap made from this oil continues bleaching upon exposure to air and light.

Olive oil and olive oil foots are used most extensively in the manufacture of castile soaps. The peculiarity of an olive oil soap is that it makes a very slimy lather, and like palm oil gives the soap a characteristic odor. An olive oil soap is usually considered to be a very neutral soap and may readily be superfatted. Much olive oil soap is used in bars or slabs as an unmilled soap and it is often made by the cold process. Peanut oil or sesame and poppy seed oil often replaces olive oil, as they form a similar soap to olive oil.

In the manufacture of a toilet soap it is hardly practical to lay down a definite plan for the various bases to be made. From the combination of tallow, palm oil, cocoanut oil, palm kernel oil, olive oil and olive oil foots, a great many bases of different proportions might be given. The simplest method is to make a tallow base, a palm base and an olive oil base. Then from these it is an easy matter to weigh out any proportion of these soap bases and obtain the proper mixture in the mill. If, however, as is often the case, a large quantity of soap base of certain proportions of these, four or even more of these fats and oils is required, it is not only more economical to stock the kettle with the correct proportion of these oils, but a more thorough mixture is thus obtained by saponifying these in the kettle. In view of the fact that it is really a question for the manufacturer to decide for himself what combination of oils he desires for a particular soap we will simply outline a few typical toilet soap bases in their simplest combination. It is understood that these soaps are suitable for milled soaps and are to be made as fully boiled settled soaps. Palm kernel oil may be substituted for cocoanut oil in all cases. (*To be Continued*)

The minutes of the Fifth Annual Meeting of the Flavoring Extract Manufacturers' Association of the United States, has just been mailed to members of the association. It contains 72 pages, 58 of these being devoted to the proceedings, and 14 to advertisements contributed by associate members of the association.

The report was compiled and printed by THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, and presented gratis to the association.

INSECTICIDE SOAPS

By ARNOLD K. BALLS

Chemist, Insecticide and Fungicide Laboratory, Washington, D. C.

Soaps of various kinds play an important part in the composition of many preparations intended to destroy harmful insects. In no case is the soap used for its cleansing power, however, but as an adhesive, as an emulsifier, and sometimes for the effect which the alkaline soap solution has upon the insect.

When soap is used alone to kill parasites on plants, it is usual to have it contain an excess of alkali, so that the free alkali, which should not be enough to hurt the plant, attacks the insect particularly if the latter be of the "soft-bodied" variety. The amount of free alkali which should be present, the concentration of the spraying solution and all similar details depend entirely on the kind of plants and the species of insects for which the preparation is designed, on the season of the year, the manner of application, and similar considerations, rather than on the nature of the soap.

Emulsions: The most important examples of soap used as an emulsifier are the kerosene emulsions, mixtures of water and petroleum oils, which would of course separate quickly into distinct layers of oil and water, except for the addition to the compound of about five per cent. of soap. The kind of soap used is not very important, although in practice potash soaps are preferable on account of their greater solubility in water. Some kerosene emulsions, instead of being milky, as is usual, are transparent. These are made by using a soap containing ammonia instead of potash or soda, but on diluting with water, these, too, become cloudy. In the case of kerosene emulsions, the oil is the insecticide, and suffocates the parasite by blocking up the breathing pores in its body.

Cresylic Soaps: Soap is frequently an ingredient of many germicidal preparations. These are exceedingly numerous, but the various "tar soaps," and "cresol soaps" used on animals at least deserve attention.

These preparations vary between ordinary hard soaps, in which the medicating material is incorporated, to jelly-like masses where the soap merely serves as the base of an antiseptic ointment. Soda is usually the alkali employed, and often some of the soap fat is replaced by rosin to cheapen the cost of production. The soap is prepared in the usual way, and the medicating material, generally crude "carbolic oil" (obtained from coal-tar, and containing large amounts of a very efficient germicide, cresol) is added afterward. Otherwise the carbolic oil would itself take up alkali, which, while interfering with the germicidal properties, would also use up a larger quantity of caustic in the soap making. Such cresylic soaps often contain as high as 25 per cent. of "carbolic oil." The insecticidal and germicidal properties are almost entirely proportional to the total amount of the various "phenols" present. Since these products are used largely on animals, carbolic acid, consisting principally of "phenol," the first of a group of substances termed by chemists the "phenols," is not desirable on account of its poisonous effects, and the crude

"carbolic oil" of the tar works, containing as it does notable amounts of cresol, is to be preferred, since it is far less poisonous to animals, and a much better germicide.

Marine-oil Soaps: Soaps of this class are widely used as insecticides for spraying plants and trees, because they are believed to possess greater toxicity than other soaps against plant parasites, due to the nature of the oil which they are made of. Some entomologists, however, believe that marine oil soaps are not any more destructive to insects than ordinary soap would be under the same conditions, although judging from the large quantities employed in this country for agricultural purposes, it is probable that good results attend their use.

These soaps are dark brown, fairly solid, with a strong and unpleasant fishy odor. The most important of the group is "whale oil soap," though soaps made from other fish oils appear to be equally effective. In the past it was customary to call all the soaps made from marine oils by the trade name of "whale oil soap," but now to conform with the United States Insecticide Law, only those actually made from whale oil can be so named, while the others are designated as "fish oil soaps."

The oil used as soap stock varies principally with the locality in which the soap is made. On the Pacific Coast fish oil soap is usually made from salmon oil, herring oil, and sometimes seal oil, while on the Atlantic Coast menhaden oil is used. Both Atlantic and Pacific whale oil is employed. The oils are usually prepared from the fish in question by disintegrating either the entire body, or the scraps which are to be used, by boiling in water stirred by live steam. The oil rises to the surface and is then removed, while the pulpy residue is subjected to a pressing process, whereby the last traces of oil are obtained. These pressings are very frequently employed in the manufacture of fish oil soaps, which then contain quantities of fish tissue.

The fish oil soaps are usually sodium soaps, although a potash soap is far preferable, owing to the ease with which it can be mixed with water. The alkali is slightly in excess, about 2 per cent. of free alkali being frequently found on analysis. The water content of a good sodium soap should not exceed 15 per cent., while for a potash soap perhaps double this amount may be allowed.

All marine oil soaps are liable to adulteration with rosin. This, however, can easily be detected by chemical tests. Whale oil soaps are also apt to be adulterated, in that they are not made entirely of whale oil, but contain admixtures of other marine oils, particularly seal oil. These admixtures are practically impossible to detect chemically. Slight modifications in the methods of preparing the oil from the fish, the stage of decomposition of the carcasses, the grade of oil used by the soap maker, and many other details cause the chemical characteristics of all these oils to vary so widely as to make their detection in the presence of each other impossible, unless some additional information regarding the sample is available.

FLAVORING EXTRACT SECTION

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Dr. Samuel H. Baer, president of the Flavoring Extract Manufacturers' Association, and Thomas H. Lannen, attorney of the association, have issued as an official circular the recommendations made to the members regarding the observance of the Federal Net Weight Measure Law which were printed in this department last month. Copies have been distributed to members.

The minutes of the fifth annual convention of the association, which was held in the Astor Hotel in this city in June, are in the hands of the printers and will be ready for distribution at an early date.

An item of interest to the members, particularly those who attended the June convention and met Dr. J. O. Schlotterbeck, who was elected third vice-president, is that he has gone to Ann Arbor to resume his professorship in the University of Michigan, beginning with the autumn term of instruction. Dr. Schlotterbeck will continue to hold his position with the J. Hungerford Smith Company, of Rochester, N. Y.

Dr. Schlotterbeck has taken up with Professor Stevens, head of the University of Michigan, the matter of carrying forward the plan for the fellowship in the university which was voted at the June convention of the association. The machinery to carry out the plan already has been put in operation. The holder of the fellowship probably will be under the direct supervision of Professor Schlotterbeck, which is a cause for congratulation on the part of flavoring extract manufacturers.

As soon as he is settled at Ann Arbor (where his address is 907 Lincoln avenue), Dr. Schlotterbeck expects to take up the work of the Scientific Search Committee of the association with vigor.

The officers of the association are watching the developments at Washington in relation to the proposed war tax made necessary by the deficits in the Federal import tax revenue due to the European war. The latest indications were that no attempt would be made to impose a tax upon food products or beverages, and that alcohol also would be let alone. Should any emergency arise, the officers will do whatever they can to protect the interests of the flavoring extract manufacturers.

METRIC SYSTEM AND NET WEIGHT.

Despite the objections made against the Federal Government's ruling that permits the use of marking of net weights under the law in terms of the metric system, Attorney-General Carmody, of New York State, holds that metric system markings are fully within the scope of the law. He says the State neither has obstructed nor can obstruct such markings, so long as the Federal authorities furnish the standards and include in them metric standards.

The State Superintendent of Weights and Measures inquired whether the containers of certain commodities marked in metric measure must be remarked in units of the gallon, or whether such commodities may be sold as they are imported, in containers marked under the metric

system. In his opinion the Attorney-General argues in part as follows:

"The general business law requires the net quantity of containers, such as bottles and barrels, to be marked on the outside thereof or on a ticket attached thereto. I am informed that the Government of the United States has furnished the State with standards of metric weights and measures. Accordingly, such measures are recognized by section 2 of the general business law as accepted standards throughout the State. Section 5, while it proceeds to deal with the gallon as the liquid unit, nevertheless, at the outset declares that all measures 'shall be derived and ascertained' from standards 'designated in this article,' which, of course, would include any standards referred to in section 2.

"Moreover, it is beyond the power of our Legislature to forbid the use of the metric system in the sale of any commodities. Article I, section 8, subdivision 5, of the Constitution of the United States provides that Congress shall have power to coin money, regulate the value thereof, and of foreign coin; and fix the standard of weights and measures. Pursuant to that power, Congress has enacted that 'it shall be lawful throughout the United States of America to employ the weights and measures of the metric system; and no contract or dealing, or pleading in any court, shall be deemed invalid or liable to objection because the weights or measures expressed or referred to therein are weights or measures of the metric system.'

"Therefore, as the State must permit the use of the metric system (and has not in my opinion attempted by the General Business Law to prevent it), the importers referred to may mark the contents of their brandy and wine barrels and bottles, or sell them as already marked when imported, in terms of the metric system."

No markings of the quantity contained are required, however, on bottles or barrels containing spirituous beverages until June 1, 1915.

Porto Rico's New Weight Label Law.

On September 1 a new net weight and measure label law went into effect in Porto Rico, which is a territory of the United States. This law is supplemental to the Federal laws on the subject. It is considered even more drastic than the Brooks law in New York State. Its provisions are as follows, and it applies to toilet preparations, drugs and medical compounds, as well as foods:

"Section 17. That from and after the first day of February, 1914, all goods, wares or merchandise in boxes, packages, bundles or containers which shall be the object of industrial or commercial transactions, shall have the net weight or quantity thereof contained in said boxes, packages, bundles or containers plainly marked upon the outside of such boxes, packages, bundles or containers, and it shall be unlawful to keep for the purpose of sale, offer or expose for sale or sell any such goods, wares or merchandise which are not so marked. Each sale of any such goods, wares or merchandise not so marked shall be deemed to be a separate and distinct offense; provided, however, that any such goods, wares or merchandise not marked as required above, which at the time of the passage of this act, are in Porto Rico, in the stock of manufacturers or dealers in such goods, wares or merchandise or are already shipped and on the way to Porto Rico, may be kept for the purpose of sale, offered or exposed for sale or sold until September 1, 1914; and provided further, that the manner of marking of boxes, packages, bundles or containers, may be established by rules and regulations prescribed by the Secretary of Porto Rico."

Porto Rico's previous law, act 135, provides penalties for violation, which also apply to the new provisions. The penalty provisions follow:

"Section 20. Any person violating any of the foregoing provisions of this act or of the rules and regulations pre-

scribed in pursuance thereof and any person, who, as employer or as an officer, director, stockholder or agent of any corporation, or as a member of any firm or partnership or otherwise, shall direct, order, permit or consent to any infraction of the foregoing provisions of this act, or of the said rules and regulations, shall be deemed guilty of a misdemeanor, and upon conviction thereof by a court of competent jurisdiction shall be punished for the first offense by a maximum fine of fifty dollars or by imprisonment for a term not to exceed ninety days, and for subsequent offenses by a fine of not less than two hundred dollars nor more than five hundred dollars and by imprisonment for not more than one year."

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Federal Regulations Amended.

Food Inspection Decision 157, issued by the three secretaries, amends regulation 29, which relates to marking the quantity of food in package form. It is as follows:

Paragraph (h) of regulation 29 of the Rules and Regulations for the Enforcement of the Food and Drugs Act is hereby amended by striking out the words "minimum weight 16 oz." and inserting in lieu thereof the words "minimum weight 10 oz.," so that paragraph (h) as amended shall read as follows:

The quantity of the contents may be stated in terms of minimum weight, minimum measure, or minimum count, for example, "minimum weight 10 oz.," "minimum volume 1 gallon," or "not less than 4 oz.;" but in such case the statement must approximate the actual quantity, and there shall be no tolerance below the stated minimum.

Proof of Date of Shipments.

As a matter of general information the Food Inspection Board issues the following:

The question has been frequently raised whether it will be necessary for manufacturers to show that food products shipped in interstate commerce without the weight on the label were manufactured prior to September 3, 1914.

While this question, being purely legal, cannot be authoritatively determined by the Department of Agriculture, and must be decided eventually by the courts, the views of the department are:

First. That the penalties of the act of fine, imprisonment, or confiscation cannot be enforced for violation of the net-weight amendment in respect to domestic food products prepared, or foreign food products imported, prior to September 3, 1914.

Second. That if, after September 3, 1914, packages of food products not marked as required by this amendment be shipped in interstate or foreign commerce, or otherwise brought within the jurisdiction of the Food and Drugs Act, the burden will be upon the person guilty of the violation to show that the article, if domestic, was prepared, or, if foreign, was imported, prior to September 3, 1914.

Third. Persons guilty of violations who cannot make proof that the preparation in the case of domestic, or importation in the case of foreign, food products was prior to September 3, 1914, will be subject to the penalties of the Food and Drugs Act.

MUNICIPAL.

No Variation from Standard Permitted.

The Sanitary Code of the City of New York has hitherto followed the National Food and Drug Act in permitting variations from U. S. P. and N. F. standards provided the label bore a statement of the standard of strength of their purity. This provision has been eliminated and under the local ordinance as amended all preparations bearing U. S. P. and N. F. titles must conform to the standard of those authorities in every respect.

TREASURY DECISIONS.

Talc Powder Decision Upholds Importers.

The Binney & Smith Company, New York, was upheld by the Board of United States General Appraisers in regard to the valuation of an importation of 1,200 bags of talc powder. The value of the talc powder was given on the invoices, but there was no mention of the value of the bags. The appraiser added their value to that of the powder. The collector assessed duty under the undervaluation clause of the tariff of 1909 and exacted penalties. It was the contention of the importers that the value of the bags was properly added to make the market value, and denied the collector the right to consider the omission of the bag values as undervaluation. The board sustained the action of the importers.

Appraisers' Decision on Perfumery.

No. 36,369—Perfumery Boxes—Unusual Coverings.—Protest 733,003 of United Drug Company (Boston). Opinion by Hay, G. A. Lithographed boxes containing bottles of perfumery, classified as usual coverings at the same rate of duty as their contents, under paragraph 48, tariff act of 1913, were claimed dutiable as lithographed tins (par. 324 or 360). Protest overruled.

Sawed Talc Case Is Decided.

No. 36,339—Sawed Talc.—Protest 727,163 of L. Blanc Walther (New York). Opinion by Hay, G. A. Sawed talc classified under paragraph 13, tariff act of 1909, was held dutiable as a nonenumerated manufactured article (par. 480). American Lava Company v. United States (3 Ct. Cust. Apps., 522; T. D. 33,169) followed.

Coconut Oil Protest Overruled.

No. 36,282—Coconut Oil—"Cocolado."—Protest 726,048 of Kohn Boldemann Company (San Francisco). Opinion by Waite, G. A. "Cocolado," palm-kernel oil, classified as a refined deodorized coconut oil under paragraph 293, tariff act of 1909, was claimed free of duty as nut oil or oil of nuts (par. 639). Protest overruled. Abstract 36,023 (T. D. 34,609) noted.

Drawback on Essential Oil of Cloves.

Treasury Decision 34,713 allows a drawback on essential oil of cloves manufactured by the Dodge & Olcott Company, of New York, N. Y., with the use of imported crude cloves.

Drawback on Medicinal and Toilet Preparations.

Treasury Decision 34,720 allows a drawback on medicinal and toilet preparations manufactured by the Sanitol Chemical Laboratory Company, of St. Louis, Mo., with the use of domestic tax-paid alcohol and various imported materials.

Drawback on Flavoring Extracts.

Treasury Division 34,734 extends T. D. 25,095 of March 11, 1904, to cover flavoring extracts manufactured by the Davis & Lawrence Company, of New York, N. Y., with the use of domestic tax-paid alcohol.

Analysis of Otto of Rose.

According to a German contemporary, Dr. N. Petkoff, official analyst to the Bulgarian Government, gives the following figures as representing a number of pure samples of Bulgarian otto of rose of authentic origin:

Specific gravity at							
25°	0.861	0.857	0.854	0.861	0.854	0.859	
Refractive No. at							
25°	43.9	50.6	49	51	49	45	
Rotation	-2.9°	-2.4°	-1.2°	0°	-1.1°	-1.3°	
Acid value	1.7	1.9	1.4	1.4	1.1	1.4	
Ester value	10.4	9.5	8.7	9.5	8.3	10.9	
Saponification							
value	12.1	11.4	10.1	10.9	9.4	12.3	
Iodine value	171	—	181	176	180	189	



TRADE NOTES



Mr. F. E. Toennies, vice-president of Heine & Co., New York, who has been visiting the works of Heine & Co., Leipzig and Gröba Riesa, Germany, has written that he will sail for New York on the Noordam, leaving Rotterdam on September 19.

Mr. Clayton Rockhill, of Rockhill & Vietor, New York, and Honorary Consul-General of Bulgaria, arrived in New York with his family on *La Touraine*, September 13. Mr. Rockhill left for Havre on July 29, and on his arrival in France put aside all business and diplomatic affairs and began a search for Mrs. Rockhill and their children. Mrs. Rockhill had planned an extensive tour of the Continent, but the sudden outbreak of the war of course disarranged all plans and made personal safety the prime consideration. Through the co-operation of our own diplomatic representatives and the military and civil authorities of France and Switzerland, Mr. Rockhill found his dear ones safe and sound in Luzerne.

Mr. Samuel Isermann, treasurer and general manager of Van Dyk & Co., 4 Platt street, New York, has been compelled to postpone a business trip he contemplated because of the war. We are informed that this plant has been kept busy night and day during the past few weeks.

Mr. D. A. Bennett, of Bennett & Davis, Chicago, Ill., western representatives of Heine & Co., and dealers in chemicals, etc., was a visitor to New York early this month.

Mr. and Mrs. A.-J. Charpy have finished their visit to this country having sailed for home on the steamship *France* on August 26. Mr. Charpy is a consulting perfume chemist and has his laboratory in Antibes, France.

Mr. F. J. M. Miles, perfumery chemist and manager of the laboratories of the Melba Mfg. Co., Chicago, Ill., was a recent visitor to New York City.

Mr. I. W. Easton, who formerly was with Noyes Bros. & Cutler, St. Paul, Minn., now has charge of the Crown Perfume Department of Lehn & Fink, New York City, who are the American agents for the Crown Perfume Co., of London. This will correct an error in a previous announcement made in connection with Mr. Easton's change.

Mr. John T. McClay, for the last five years with the United Perfume Co., Boston, Mass., has gone to Detroit to take the management of the toilet goods department of the Nelson Baker Co., of that city.

Mr. Gottfried Schumacher, of Schumacher & Schleicher, this city, American agents for Dr. Mehrlander & Bergmann, Hamburg, Germany, who is a re-

serve officer in the German army, responded to the call to the colors, but when he reached England on his way to active service he was detained by the British government.

Mrs. Clara Tetlow, proprietor of the Tetlow Mfg. Co., Philadelphia, Pa., arrived home from Europe on board the *Cameronia* on August 23. She was in Heidelberg just before the mobilization of the German troops was ordered and hurried through to Bremen, going thence to London. After some delay and difficulty she obtained passage on the *Cameronia* and sailed for home from Glasgow.

Mr. Henry Pfaltz, of Pfaltz & Bauer, Inc., who sailed for Europe in April for an extensive tour abroad, returned home on the *Stampania* from Genoa on August 15. On account of the congestion due to the war and the desirability of returning at once for business reasons Mr. Pfaltz was obliged to travel in the steerage. His son, Mr. Henry Pfaltz, Jr., who went with him, he left with E. Sachsse & Co., Leipzig, Germany, for which Pfaltz & Bauer, Inc., is the sole agent in America.

Mr. Jose A. Correa has entered the employ of the United Perfume Co., Boston, Mass., as experimental perfumer. Mr. Correa is a graduate in applied chemistry of Pratt Institute, Brooklyn, N. Y., and has had several years' experience in perfume laboratories.

We have just received a copy of *La Revue de Grasse* dated August 30. Our esteemed contemporary shows the effects of the war in that it consists of only two pages. It is, of course, filled with war news, and we regret to note among other things that Mr. Ernest Sozio, of the firm of Sozio & Andrioli, was wounded in a recent battle, and we trust that his recovery will be prompt and complete.

Mr. John Ten Napel, who handles the sales department of the Hard Chemical Works in Mexico City, Mexico, sailed for Rotterdam on the *Nieuw Amsterdam*, August 24. He is second lieutenant of the Eighth Infantry Queen's Own Regiment of the Reserves in Holland.

Mr. Theodore Shipkoff, of Shipkoff & Co., Kazanlik, Bulgaria, arrived here on September 5 on the *Olympic*. He is making a trip around the country, and will remain here about a month or so. Mr. Shipkoff's firm is represented in this country by the Antoine Chiris Co., New York.

Alfredo Santarelli, of New York City, has obtained patent 1,096,318, dated May 12, 1914, for non-refillable bottle relating more particularly to a spout suitable for bottles for dispensing perfumery, toilet waters, etc. Various novel features are described at length in the official specifications of the letter patent.

D. H. Swartz left Dallas, Texas, on August 28 for a tour of inspection of the most successful soap factories of the country, with a view to erecting a soap factory in Dallas to cost about \$50,000. Mr. Swartz expects to be gone for three or four months.

Gould & Bancroft Co., exporters and importers of fancy groceries and toilet preparations, at Nos. 116 to 120 West Thirty-second street, New York, filed a petition in bankruptcy on August 21 with liabilities of \$23,471 and assets \$8,104. Until war was declared the company did a good business. Since hostilities began it has been unable to import goods.

Recent visitors to New York included Mr. L. M. Waltke, Wm. Waltke & Co., of St. Louis; Mr. Valentine, Armour & Co., Chicago; Mr. C. G. Luyties, Sanitol Chemical Laboratory Co., St. Louis, and Mr. R. A. Carmichael, of R. A. Carmichael & Co., Detroit.

Among the contributions to the relief of the European war victims were 500 cakes of soap and 500 small packages of tooth powder given by J. B. Williams Co., of Glastonbury, Conn.

Mr. Edgar W. Kirk, son of the late Mr. James S. Kirk, soap manufacturer of Chicago, was in Wichita, Kansas, recently organizing the E. W. Kirk Soap & Cleanser Co., with a capital stock of probably \$300,000. Mr. Kirk is president and Mr. Stanley M. Foster, of Wichita, is vice-president. Mr. Foster's address is 517 Beacon Building, Wichita. It is said that other cities are trying to get the new concern to locate in their environs.

B. J. Johnson Soap Co., Milwaukee, Wis., recently shipped ten carloads of palm olive soaps and toilet goods into the New England territory. The value of the consignment was given as about \$110,000.

Mr. J. L. Blackmore, representing the Manhattan Soap Co., New York City, with a force of 35 salesmen, early this month began a distributing and selling campaign in and around New Orleans, La., exploiting the sweetheart brands of soaps and talcum powders.

D'Orsay, Inc., importer of perfumery and a branch of the house of the same name in Paris, France, has signed a lease for 18 years of a white marble building at 716 Fifth avenue in the art colony of New York. The aggregate net rental for the term will be \$400,000. Owing to the suddenness with which the European war broke out D'Orsay, Inc., was unable to import from Paris the store fixtures and furniture which had been ordered and will not be able to complete the appointments which were designed to make this store a revelation of Parisian beauty and refinement until the termination of the war. Despite the difficulties which have arisen the firm was successful in obtaining, just before the war was declared, a large supply of perfumery for its New York store.

The Oil Works Co., Inc., importer of vegetable oils, 30 Old Slip, New York City, has made an assignment on August 21 to Mr. Charles Lightenhome. Inability to buy

goods abroad on account of the war was given as the cause. While Mr. George V. Gross and Mr. William A. Sherry had a small financial interest in this oil company its assignment in no way affects or involves the essential oil business which they have been conducting for a number of years under the firm name of George V. Gross.

A new soap concern which has been formed in Cincinnati, with a capitalization of \$50,000, will produce soap and toilet accessories for the market. The plant will be located in the suburbs. The organizers are Messrs. Val Stoltz, C. V. Hargitt, Marston Allen, Frank H. Kunkle and K. Smith, all of Cincinnati.

Louisville Soap Co., of Louisville, Ky., is reported to have prepared plans for an addition to its plant.

Globe Soap Co.'s premium store, 131 West Market street, Louisville, Ky., was damaged \$500 by fire August 24.

Yale Soap & Refining Co., Cincinnati, Ohio, has gone into the hands of a receiver, Mr. James E. Robinson, attorney, having been appointed by the court to take charge of its affairs on August 24. The petition was filed by Mr. Charles J. Rentz, a director, who is also a creditor to the extent of \$946.33, cash advanced to pay salaries. He stated that the assets exceed the liabilities by more than \$50,000, but because of the condition of the money market the company was unable to make collections or to borrow funds which would enable it to meet maturing obligations. The company had on hand manufactured products worth \$5,000 and accounts receivable amounting to over \$2,000. The petition stated that there was a disagreement among the directors as to the proper method to pursue in obtaining funds to meet the indebtedness and as to the manner of conducting the business under the existing pressure of creditors. Mr. Rentz stated that suits were threatened and that the receivership was necessary to preserve the assets, property and good will of the company.

Word comes from Oregon that the Rev. Father Schoener, who has delved considerably in the culture of flowers, proposes to obtain some Bulgarian rose plants and try to grow roses with a view to establishing an otto of rose industry. He says that the climatic and other conditions of the Willamette Valley in Oregon, where he will experiment on an acre of land, are duplicates of those in the Gropsu Valley in Bulgaria.

Purchase of the plant of the Arctite Carton Co., in Shawnee street, Dayton, O., by the Davies-Young Soap Co. was announced August 4. The company formerly was the J. P. Davies Co. and it has just been incorporated under the laws of Ohio, with C. F. Young, president and treasurer; Dr. Howard H. Herman, vice-president, and Nelson Emmons, Jr., secretary. The new company will continue the manufacture of Whiz and various kinds of soaps. The original company was founded in 1844 by Mr. Pierce, being purchased by his nephew, J. P. Davies, Sr., in 1871. Possession of the new plant, which is constructed along modern ideas, will be taken by the Davies-Young company on September 1.

Mr. Stanton I. Hanson, president of the Hanson-Jenks Company, New York, perfumers, has acquired a controlling interest in the Vanitabs Manufacturing Corporation, New York. The company manufactures a patented face powder novelty.

Mr. Howard W. Sherrill has been elected vice-president of the Welch, Holme & Clark Co., dealers in soap makers' supplies, New York City.

Mr. Joseph Domenach, who has many friends on this side of the ocean, is a captain in the Eighty-seventh Division of the French infantry and is on duty at the front. He was a director in the Etablissements Antoine Chiris & Jeancard Fils, réunis, Paris and Grasse, until early this year, when he resigned and established a perfumery business in Paris. Before the war started he wrote to a friend here to order a typewriter to be sent to him, but when the mobilization began and he rallied to the colors he wrote again to cancel the order and asked that a machine gun be substituted for the typewriter.

Mr. C. Fraysee, perfumer for Frederick Sterns & Co., Detroit, Mich., who was marooned in Paris by the war, arrived in New York on the steamship *France* on September 11. We said last month that he had joined the French army and had gone to the front, which was his intention. It is not his fault that he is not fighting in the ranks, for he offered himself twice for enlistment and was not accepted. The second time the army officers told him to go to Paris.

Mr. Eddy Palmer, of New York, has declined to serve as a member of the Legislative Committee of the Manufacturing Perfumers' Association, and President A. M. Spiehler has appointed Mr. George Hall, of Boston, to fill the vacancy on the committee.

The Aroma Club resumed its Wednesday noontime luncheons and meetings on September 9 at Peck's French Restaurant, 140 Fulton street. There was a goodly representation of members present and the bill of fare was much enjoyed. At the session on September 16 there were present as guests two Rochester gentlemen, Mr. Adolph M. Spiehler, president of the Manufacturing Perfumers' Association, and Mr. F. K. Woodworth, a member of the executive board of the same organization. Both of the visitors made a few happy remarks.

Mr. George V. Gross, head of the essential oil and synthetic chemical house bearing his name, at 30 Old Slip, New York City, sailed from this city for Amsterdam, Holland, on a business trip, August 24, on the steamship *Nieuw Amsterdam*, of the Holland-American line, arriving there September 7, after an exciting experience at Brest, France. At that port, French authorities stopped the ship and forbade its leaving for four days, during which time they searched for and captured 300 German reservists. Mr. Gross persuaded the French officials that he was a transplanted Frenchman, and he was permitted to continue on his way to the Netherlands. While in Amsterdam, Mr. Gross is making his headquarters with A. Maschmeijer, Jr., for whom he is the sole agent in the United States.

A statement of the earnings of the Procter & Gamble Co. for the year ended June 30, 1914, just made public, shows that the total volume of business of the company for that year was \$65,822,079.83, with net earnings, "after all reserves and charges for depreciation, losses, advertising and special introductory work" were deducted of \$4,247,706.49 available for dividends. Of this amount \$4,067,706.49 was available for dividends on the common stock, amounting to about 32½ per cent. The common stock of the company is said to be quoted on the Cincinnati Exchange at 540 bid and 575 asked.

Industrial Bureau of The Merchants' Association of New York announces the location in this city of the J. R. Watkins Medical Company, of Winona, Minnesota. Mr. Paul Watkins is president of the company and Mr. E. L. King, vice-president. The new Watkins Building is an eight-story fireproof structure, containing nearly 100,000 square feet of floor space, at 155, 157 and 159 Perry street. The Watkins Company manufactures more than a hundred different articles, including flavoring extracts, toilet preparations, household remedies, and it is one of the largest importers and grinders of spices in this country. Its business amounts to millions of dollars annually and it employs three thousand salesmen and thousands of workers.

"It Pays to Advertise," a new farce produced recently at the Cohan Theatre in this city, is called extremely amusing by the newspaper critics. Told in type the story is not one-tenth as interesting as when presented by the admirable cast that has been assembled for the play. It is staged in the household of the Soap King. He has millions, but he also has a son who will not work. The old man conspires with his private secretary to make the boy fall in love with her. The plan is that the father will disown him and the boy will have to go to work to care for the girl. The plan works beautifully and when it comes time to select a business, the son chooses the soap business and decides to fight the trust. He has no capital, but he runs across a real live publicity man who instructs him in advertising, and, on borrowed money, a campaign is started to boom "13 Soap; Unlucky for Dirt," which is to sell for \$1 a cake. The bulk of the advertising campaign is directed at the Soap King in the hope that he may be impressed and buy out the new concern, but the father is wise and refuses to become interested until he sees the enormous orders that roll in. Then he buys in, although it costs him a fortune.

The best, breeziest, most characteristic scene in the play is the one in which the three young persons try to convince the old man of the value of advertising. The old chap believes only in "a certain amount of conservative advertising." He says: "If you've got the goods to deliver they'll advertise themselves." "What kind of an egg do you eat?" they ask him. "A hen's egg, of course." "Why? What do you know against a duck? It's simply because the hen makes a noise after she's laid the egg. Advertising her product that's all." Every well known, widely advertised article in America is mentioned. In order to convince the old man the young persons reel off the advertising appropriations of every big manufacturing firm in the United States. The figures used are said to be authentic.

IN MEMORIAM FOR DEPARTED FRIENDS.

CUMMINS, E. T., perfumer, Coalinga, Cal., September, 1912.

DAVIES, JOSEPH PIERCE, of the J. P. Davies Company, soaps, Dayton, Ohio, September, 1910.

EARLEY, THOMAS, soaps, September, 1908.

EASTMAN, ROBERT C., son of originator of Eastman's perfumes and perfumer for the Andrew Jergens Company, Cincinnati, September, 1908.

EAVENSON, WILLIAM J., of J. Eavenson & Sons, Philadelphia, soaps, September, 1908.

FAXON, FRANK A., of the Faxon & Gallagher Drug Company, Kansas City, Mo., September, 1912.

GOOD, JAMES, mechanical soaps, Philadelphia, September, 1910.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, Pa., September, 1913.

LEWKOWITSCH, DR. JULIUS, Ph.D., chemist, of London, England, September, 1913.

MERCK, DR. LOUIS, senior partner in the house of E. Merck, Darmstadt, Germany, September, 1913.

MEYER, JOHN FREDERICK WM., of Meyer Bros. Drug Company, St. Louis, Mo., September, 1910.

NEVINS, SAMUEL, talc, Philadelphia, September, 1910.

PEET, WILLIAM J., of the Peet Soap Manufacturing Company, Kansas City, September, 1910.

WAMPOLE, HENRY, of H. K. Wampole & Co., September, 1906.

Obituary Notes.

Henry Passoit, a pioneer soap manufacturer of Saginaw, Mich., last month fell downstairs into the cellar of his home and was killed. He was 77 years old.

Samuel Davies, for 53 years with the British soap manufacturers, Wm. Gossage & Sons, Ltd., died on August 25, at the age of 85 years, at Widnes.

NEW INCORPORATIONS.

White Wing Soap Company, Des Moines, Ia., capital \$25,000, has been incorporated to manufacture vegetable oil soaps for all purposes.

Pittsburg Wholesale Drug Company, to operate retail and wholesale drug stores, \$500,000 capitalization, has been incorporated in Delaware, by F. R. Hansel, Philadelphia, Pa.; G. H. B. Martin and S. C. Seymour, of Camden, N. J.

Grossmith & Co., New York City, to manufacture and deal in drugs, chemicals, etc., capital \$10,000, has been incorporated by T. M. Grossmith, L. Latella and A. H. Rose.

Levy-Gibian Company, New York City, to manufacture and deal in drugs, capital \$10,000, has been incorporated by J. H. Levy, J. Gibian and J. Myers.

Rejuvenator Company, Inc., New York City, to manufacture toilet articles, etc., \$50,000 capital, has been incorporated by G. E. Fleming, 347 Fifth avenue; G. F. Munns, Jr., and H. M. Mann.

Casco Chemical Company, Inc., Portland, Me., to manufacture and deal in all kinds of chemicals, capital \$25,000, has been incorporated by J. W. Stone, president, Portland, and G. P. Locke, treasurer, of Norway.

Nulty Laboratories, New York City, to manufacture and deal in drugs, chemicals, etc., \$75,000 capital stock, has been

incorporated by F. D. Feldman, W. E. Lowther and P. E. Greenfield.

Western Laboratories, Chicago, Ill., to manufacture flavoring extracts, drugs and chemicals, capital \$30,000, has been incorporated by F. T. Gordon, D. S. Giles and M. L. Gordon, of Chicago.

Bouvier Perfumery Mfg. Company, New Orleans, La., to manufacture and deal in perfumery, extracts, toilet goods and druggists' goods, capital \$50,000, has been incorporated in Louisiana.

NEW PUBLICATIONS, PRICE-LISTS, ETC.

IMPERIAL PERFUME CO., St. Louis, Mo.—A very handsomely illustrated price-list of 32 pages of perfumes, toilet waters, soaps, shaving powders and similar articles is at hand.

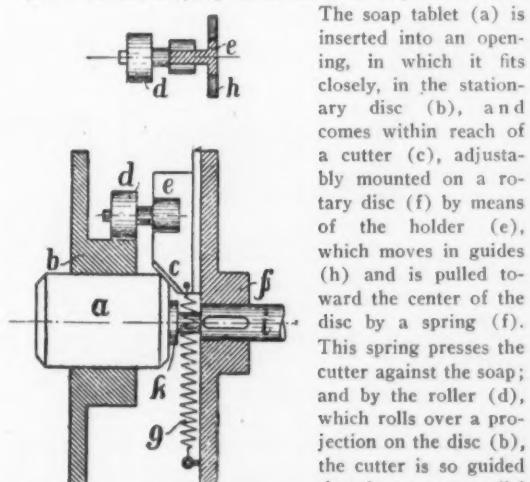
ARABOL MFG. CO., 100 William street, New York, in its usual monthly announcement calls attention to its products, tinnol for pasting on tins and crystal for sticking labels on glass surfaces.

STAFFORD ALLEN & SONS, LTD., London Eng., Ungerer & Co., Pearl street, New York, American representatives.—We have just received the September price list of this house, which asks its friends to understand that the quotations are purely nominal, but that they are valuable as a guide to the prevalent market prices. Exact prices will be quoted upon application stating the requirements of the purchasers.

In connection with the scarcity of importations on account of the war, manufacturers of creams and other toilet preparations in which Russian white mineral oils are used as bases will be interested in an announcement put forth by the Oil Products Co., Inc., 17 Battery place, New York, who are offering a "made in America" white mineral oil.

SHAPING EDGES OF SOAP TABLETS.

(Ger. G.M.B. 585,692, C. E. Rost & Co., Dresden.)—



to the contour of the tablet and cuts off a strip of uniform width from same. A fixed stop (k), guided in the hollow shaft (i), holds the soap in the right position.

PATENTS AND TRADE MARKS



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office

in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soaps, Flavoring Extracts and Toilet Preparations.

The trade marks shown above are described under the

heading "Trade Mark Registration Applied For," and are those for which registration has been provisionally allowed, but not yet granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

DESIGNS GRANTED.

46,265.—BOTTLE.—Harry E. Pottenger, Sinking Spring, Pa., assignor to The Burgner Manufacturing and Sales Company, a copartnership composed of Harry E. Pottenger, Harry W. Burgner, Jacob K. Gring, Samuel S. Edris, and George R. Specht, Sinking Spring, Pa. Filed April 16, 1914. Serial No. 832,392. Term of patent 14 years. The ornamental design for a bottle as shown.

46,333.—SHEET-METAL TALCUM CANISTER.—Harry R. Corey, Brooklyn, N. Y., assignor to American Stopper Company, Brooklyn, N. Y., a corporation of New Jersey. Filed December 30, 1912. Serial No. 739,416. Term of patent 7 years.

The ornamental design for a sheet metal talcum powder canister, as shown.

46,334.—POWDER BOX OR CAN.—Ernesto Fuchs, Trenton, N. J. Filed June 21, 1912. Serial No. 705,129. Term of patent 3½ years.

The ornamental design for a powder box or can, as shown.

PATENTS GRANTED.

1,107,278.—ROTATABLE SOAP-HOLDER.—Pyrra E. Fischer, New York, N. Y. Filed July 8, 1913. Serial No. 778,878. (Cl. 45—28.)

A device of the kind described comprising a sectional casing having a detachable top portion, means carried by the top portion for securing the casing to a spigot, a discharge nozzle carried by the other portion, a shaft arranged horizontally and to one side of the center of the casing and a reticulated soap container loosely hung upon the shaft, as and for the purpose set forth.

1,107,854.—SHEET-METAL CAN.—Isaac E. Sexton, West Medford, Mass. Filed December 4, 1913. Serial No. 804,631. (Cl. 220—92.)

A sheet metal can comprising a substantially rectangular body having sides connected by curved corner bends, the major portions of which are of relatively short radius, the major portions of the body-sides being substantially flat and connected by the said short radius corner-bend portions, while the end portions of the body sides are flared outwardly between the corner bends, whereby the radius of the end portions of the corner bends is increased, and heads having marginal flanges seamed to the ends of the body, said flanges having straight portions connected by curved corner bends of relatively long radius conforming to the radius of the end portions of the body corner bends, the outwardly flared portions of the body, sides and the head flange portions engaged therewith forming projecting guards at opposite ends of the can, whereby contact between the flat side portions of adjacent cans is prevented, the short radius of the major portions of the corner bends stiffening the corners of the body and minimizing the outward bulging of the flat side portions.

1,108,982.—SOAP-DISPENSING MACHINE.—Henry R. Evans, New York, N. Y., assignor to Granulator Soap Company, a corporation of New York. Filed December 10, 1910. Serial No. 596,578. (Cl. 146—11.)

In a soap dispensing machine, the combination of a soap receptacle, a dashed cutter in engagement with and surrounding one extremity of the soap to be dispensed, a device engaging and locking together the adjacent cakes of soap, said device being positioned adjacent the cutter substantially concentric therewith and extending toward the cutter beyond the upper edge thereof, a spindle extending above and below said device and journaled at its end adjacent the cutter, and means for producing relative movement between said device and cutter.

TRADE MARK REGISTRATIONS GRANTED.

98,948.—Hair-Tonic.—Minnie Geveshausen. Arbuckle, Cal.

Filed August 6, 1913. Serial No. 72,185. Published June 2, 1914.

98,953.—Tooth-Paste.—Herson Chemical Company, Gary, Indiana.

Filed April 27, 1914. Serial No. 77,778. Published June 2, 1914.

98,954.—Skin-Lotion.—Ferd. T. Hopkins & Son, New York, N. Y.

Filed December 8, 1913. Serial No. 74,447. Published June 9, 1914.

98,984.—Certain Preparation for Head-Shampoo.—Seelye-Myers Company, Cleveland, Ohio.

Filed March 25, 1914. Serial No. 76,949. Published June 9, 1914.

99,079.—Scouring-Soap in Cake or Powder Form.—The Bon Ami Company, New York, N. Y.

Filed March 25, 1914. Serial No. 76,916. Published June 9, 1914.

99,090.—Laundry, Toilet, and Shaving Soap.—F. L. Falck & Co., Allegheny, Pa.

Filed August 4, 1911. Serial No. 58,041. Published September 30, 1913.

99,101.—Shaving Soap.—Johnson & Johnson, New Brunswick, N. J.

Filed March 10, 1914. Serial No. 76,499. Published June 16, 1914.

99,126.—Dentifrices.—Jack Francis Steen, Cairo, Egypt. Filed April 25, 1914. Serial No. 77,759. Published June 16, 1914.

99,135.—Extracts, Essences, Flavors, Syrups Used in the Preparation of Soda Water, and Carbonated Tonic Beverages.—Astra Products Company, Carthage, Mo.

Filed June 6, 1913. Serial No. 70,888. Published June 16, 1914.

99,137.—Perfumes.—Edward W. Austen, Oswego, N. Y. Filed January 9, 1913. Serial No. 67,797. Published June 16, 1914.

99,161.—Talcum, Sachet, Face, and Bath Powder.—Lazell, Perfumer, New York, N. Y.

Filed February 25, 1914. Serial No. 76,142. Published June 16, 1914.

99,182.—Preparations for the Treatment of the Scalp and Hair.—The Slaughter System, St. Louis, Mo.

Filed April 9, 1914. Serial No. 77,357. Published June 16, 1914.

99,187.—Certain Named Pharmaceutical Preparations for Toilet Use.—Clarence F. Young, Chicago, Ill.

Filed April 4, 1914. Serial No. 77,226. Published June 16, 1914.

99,397.—Oil for the Hair and Head.—Gold S. Morgan, Greenwood, Miss.

Filed May 8, 1914. Serial No. 78,133. Published June 23, 1914.

99,398.—Certain Named Foods. J. H. Newbauer & Co., San Francisco, Cal.

Filed September 5, 1912. Serial No. 65,584. Published August 12, 1913.

99,399.—Rouge, Face Powder, and Theatrical Rouge.—The Owl Drug Company, San Francisco, Cal.

Filed May 25, 1914. Serial No. 78,530. Published June 23, 1914.

99,400.—Perfumery, Face Powder, and Talcum Powders.—Peninsular Chemical Company, Detroit, Mich.

Filed January 31, 1914. Serial No. 75,588. Published June 23, 1914.

99,401.—Complexion Powders, Rouge, and Rice Powder.—The J. A. Pozzoni Pharmacal Company, Chicago, Ill.

Filed June 30, 1913. Serial No. 71,450. Published June 23, 1914.

99,402.—Antiseptic for Cleaning, Deodorizing and Disinfecting.—Albert Victor Rhodes, Tacoma, Wash.

Filed May 19, 1914. Serial No. 78,398. Published June 23, 1914.

99,406.—Skin Cream.—The Spalding Chemical Company, New Haven, Conn.

Filed April 6, 1914. Serial No. 77,255. Published June 23, 1914.

99,451.—Pine Creosote, Pine Oil, and Pine Tar.—Forest Products Company, New Orleans, La.

Filed April 30, 1913. Serial No. 70,131. Published June 30, 1914.

99,471.—Hair Tonic and Toilet Water.—N. Kanter & Son, Cleveland, Ohio.

Filed May 11, 1914. Serial No. 78,201. Published June 23, 1914.

99,484.—Perfumery, Toilet Waters, Toilet Powders, Dentifrices and Aromatic Salts.—Morny Freres, Limited, London, England.

Filed February 6, 1912. Serial No. 61,306. Published June 30, 1914.

99,485.—Aromatic Salts, Toilet Waters, Toilet, Bath and Sachet Powders, and Bath Dusting-Powders, Lotions, Dentifrices, Perfumery and Brilliantine.—Morny Freres, Ltd., London, England.

Filed February 6, 1912. Serial No. 61,307. Published June 30, 1914.

99,514.—Face Powder.—Clara Tetlow, Philadelphia, Pa. Filed May 7, 1914. Serial No. 78,117. Published June 30, 1914.

99,515.—Face Powder and Talcum Powder.—Clara Tetlow, Philadelphia, Pa.

Filed May 13, 1914. Serial No. 78,270. Published June 30, 1914.

99,551.—Liquid and Powdered Perfumes.—Colgate & Co., Jersey City, N. J., and New York, N. Y.

Filed March 25, 1914. Serial No. 76,923. Published July 7, 1914.

99,577.—Cold Cream, Massage Greaseless Cream, Face Powder and Peroxid of Hydrogen.—Thos. A. Goodman, St. Louis, Mo.

Filed February 4, 1914. Serial No. 75,674. Published July 7, 1914.

99,568.—Certain Named Foods.—D. De Bernardi & Co., San Francisco, Cal.

Filed March 10, 1914. Serial No. 76,491. Published June 30, 1914.

99,569.—Corn Oil.—Edible Seed Oils Company, Inc., New York, N. Y.

Filed March 25, 1914. Serial No. 76,927. Published June 30, 1914.

99,570.—Corn Oil.—Edible Seed Oils Company, Inc., New York, N. Y.

Filed March 25, 1914. Serial No. 76,928. Published June 30, 1914.

99,590.—Perspiration Powders, Talcum Powders, Toilet Creams, Hand Lotions, and Bath Salts.—Hot Springs Chemical Company, Chicago, Ill., assignor to Chemical Specialty Company, Chicago, Ill., a corporation of Illinois. Filed July 3, 1913. Serial No. 71,513. Published July 7, 1914.

99,593.—Certain Pharmaceutical Preparations and Remedies for Certain Named Diseases.—Indiana Chemical Company, Jonesboro, Ind.

Filed May 8, 1914. Serial No. 78,129. Published July 7, 1914.

99,655.—Remedies for Certain Named Diseases, and Cold Cream.—Smith Manufacturing Company, Atlanta, Ga., and Jacksonville, Fla.

Filed January 21, 1913. Serial No. 68,045. Published July 7, 1914.

TRADE MARK REGISTRATIONS APPLIED FOR.

51,920.—Geo. Borgfeldt & Co., New York, N. Y. (Filed September 22, 1910. Published September 8, 1914. Claims use since April 26, 1910.)—Soap.

61,788.—Charles A. Winter, Rahway, N. J. (Filed February 28, 1912. Published August 11, 1914. Claims use since February 1, 1912.)—A detergent preparation, namely, a laundry powder adapted to be used with soap for the washing of clothes.

63,761.—E. Wertheimer & Cie, Paris, France. (Filed May 24, 1912. Published September 8, 1914. Claims use since September 16, 1909.)—Soaps.

63,762.—E. Wertheimer & Cie, Paris, France. (Filed May 24, 1912. Published August 11, 1914. Claims use since August 12, 1907.)—Perfumery, toilet water and face tints.

63,764.—E. Wertheimer & Cie, Paris, France. (Filed May 24, 1912. Published August 18, 1914. Claims use by the applicant since July 30, 1898, and in the business of predecessors since the 21st day of January, 1891.)—Perfumery and face tints.

66,788.—Antonio Sisti, Utica, N. Y. (Filed November 9, 1912. Published September 1, 1914. Claims use since October 31, 1912. The ring portion of said trade mark being of a blue color, as indicated in the drawing, no claim being made to the word "Brand.")—Olive oil.

69,069.—Werner-Service Manufacturing Company, Jersey City, N. J. (Filed March 15, 1913. Published August 18, 1914. Claims use since December, 1911.)—Detergent compound for cleaning and renovating varnished surfaces.

69,915.—Johanna Bloch, New York, N. Y. (Filed April 19, 1913. Published September 1, 1914. Claims use since February 28, 1913.)—Scalp salves and hair restoring applications.

70,794.—Manufacturers and Retailers Company, Chicago, Ill. (Filed May 31, 1914. Published September 8, 1914. Claims use since June 5, 1912. Consisting of the word "Marco.")—Soap, cleanser and metal polish.

71,555.—Co-Operative Drug Manufacturing Company, now, by change of name, American Drug Manufacturing Company, Jackson, Tenn. (Filed July 7, 1913. Published August 11, 1914. Claims use since April 26, 1901.)—Shaving lotions, etc.

71,556.—Co-Operative Drug Manufacturing Company, now, by change of name, American Drug Manufacturing Company, Jackson, Tenn. (Filed July 7, 1913. Published August 18, 1914. Claims use since April 26, 1901.)—Liquid clothes cleaner.

72,180.—Horace Wilcox, Wakefield, R. I. (Filed August 5, 1913. Published September 8, 1914. Claims use since September 9, 1912.)—An antiseptic lotion, tooth paste, and cold cream.

72,267.—C. C. Truax & Co., Toledo, Ohio. (Filed August 9, 1913. Published August 11, 1914. Claims use since June 1, 1913.)—Extract with hazel, glycerin, peroxid of hydrogen, talcum powder, witch hazel, tooth powder, etc.

72,647.—Tillmann & Bendel, San Francisco, Cal. (Filed September 2, 1913. Published September 1, 1914. Claims use since September, 1876.)—Flavoring extracts for foods, etc.

74,142.—Edward A. McGinnis, Pittsburgh, Pa. (Filed November 22, 1913. Published September 8, 1914. Claims use since February 1, 1911.)—Mentholated egg shampoo cream.

74,617.—National Milling & Chemical Company, Philadelphia, Pa. (Filed December 15, 1913. Published September 18, 1914. Claims use since June 1, 1913. No claim being made to the words "Washing Powder Cleans Like Magic.")—Washing powder.

75,042.—E. Wertheimer & Cie, Paris, France. (Filed January 8, 1914. Published September 8, 1914. Claims use since April 20, 1901.)—Toilet soap.

75,062.—George Montz, Louisville, Ky. (Filed January 9, 1914. Published September 8, 1914. Claims use since August 15, 1898. Applicant hereby disclaims the right to the exclusive use of the words "Magic White soap will make your woolens soft and sweet" and "Magic White Soap has no equal for washing with hard water.")—Soaps.

75,595.—William Schotten Coffee Company, St. Louis, Mo. (Filed January 31, 1914. Published September 8, 1914. Claims use since about January 2, 1847.)—Flavoring extracts for foods, etc.

75,822.—Koken Barbers' Supply Company, St. Louis, Mo. (Filed February 10, 1914. Published August 18, 1914. Claims use since September, 1913. No claim being made to the exclusive right to the words "Trade Mark" and "The World Our Field," the word "Koken" being written in the handwriting of George W. Sutherland, and no claim being made to the exclusive use of the words "St. Louis.")—Mustache wax, pomades, camphor ice, camphor cream, massage cream, cold cream, talcum powder, magnesia, shampoo paste, shampoo liquor, cologne, face lotion, toilet water, hair tonic, bay rum, perfume, hair dye, and hair restorer.

76,237.—Fitzpatrick Bros., Chicago, Ill. (Filed February 28, 1914. Published August 11, 1914. Claims use since February 12, 1914.)—A washing compound and washing detergent for laundry purposes.

76,261.—Grace Lillian Wilde, East Quogue, N. Y. (Filed February 28, 1914. Published August 11, 1914. Claims use since January 1, 1914. The background, except for the white border and crossbars, is black, except the top and

bottom triangles, which are red. The words "Pole-Star" are also red. No claim is made to the words "Wilde's Washing Fluid" or the words "Trade Mark.")—Washing fluid.

76,401.—The Hike-Dirt Manufacturing Company, Ltd., Grove City, Pa. (Filed March 6, 1914. Published September 8, 1914. Claims use since November 15, 1913.)—Cleaning compound.

76,514.—Pure Food Products Company, Fairmont, W. Va. (Filed March 10, 1914. Published September 1, 1914. Claims use since September 1, 1911.)—Extracts and flavorings, used as ingredients of foods.

76,946.—Purabla Oil Company, West Hoboken, N. J. (Filed March 25, 1914. Published September 1, 1914. Claims use since January 16, 1914.)—Sesame oil.

77,175.—The Globe Soap Company, Cincinnati, Ohio. (Filed April 3, 1914. Published August 11, 1914. Claims use since March 13, 1914.)—A cleansing, scouring and polishing compound.

77,370.—Paul Wilhelm Camphausen, Steglitz, near Berlin, Germany. (Filed April 10, 1914. Published September 8, 1914. Claims use since December 1, 1913.)—Mouth washes, disinfectants, etc.

77,767.—The Consolidated Drug Company, Inc., Washington, D. C. (Filed April 27, 1914. Published August 18, 1914. Claims use since December, 1913.)—Tooth wash, etc.

77,845.—The Procter & Gamble Company, Ivorydale, O. (Filed April 28, 1914. Published August 18, 1914. Claims use since prior to 1893. No claim being made herein to the words "White Bar Soap.")—Soap for laundry purposes.

77,867.—The Phoenix Oil Company, Cleveland, Ohio. (Filed April 29, 1914. Published August 11, 1914. Claims use since about February, 1906. The trade mark is displayed with the outer portion in green and the inner portion in red and a blank space in the lower portion.)—Soaps.

77,933.—H. C. Paulsen & Son, Baton Rouge, La. (Filed May 1, 1914. Published August 18, 1914. Claims use since April 14, 1914.)—A toilet powder.

77,959.—Ozene Company, Inc., New York, N. Y. (Filed May 2, 1914. Published August 11, 1914. Claims use since April 20, 1914.)—Washing compounds.

78,181.—Aachen Chemical Company, Pierre, S. D. (Filed May 11, 1914. Published September 8, 1914. Claims use since April 1, 1913.)—An antiseptic disinfectant, same being a chemical compound in the form of a paste.

78,386.—Hulman & Co., Terre Haute, Ind. (Filed May 19, 1914. Published September 1, 1914. Claims use since the year 1907.)—Food-flavoring extracts, etc.

78,478.—La Manna, Azema & Farnan, New York, N. Y. (Filed May 22, 1914. Published August 18, 1914. Claims use since April 28, 1914.)—Olive oil, etc.

78,505.—Peet Bros. Manufacturing Company, Kansas City, Kan. (Filed May 23, 1914. Published September 8, 1914. Claims use since July 1, 1902.)—Soap.

78,588.—Potter & Wrightington, Boston, Mass. (Filed May 27, 1914. Published August 18, 1914. Claims use since April 1, 1914.)—Dog soap.

78,617.—Hawks, Inc., Bloomington, Ill. (Filed May 28, 1914. Under ten-year proviso. Published August 18, 1914. Claims use since January, 1895.)—Flavoring extracts for foods, olive oil, etc.

78,673.—Frank Gaius Burke, New York, N. Y. (Filed June 1, 1914. Published August 18, 1914. Claims use since July 18, 1913. No claim being made to any of the printed matter upon the drawing excepting the word "Sweetheart," or to the representation of a can.)—Talcum powder.

78,947.—H. Kohnstamm & Co., New York, N. Y. (Filed June 10, 1914. Published August 25, 1914. Claims use since 1908. Comprising the word "Atlas" and the representation of Atlas.)—Fruit concentrates, essences, essential oils and synthetic flavors for use in flavoring extracts, and flavoring extracts, all for use in food products.

78,958.—Thomas W. S. Phillips, New York, N. Y. (Filed June 10, 1914. Published September 1, 1914. Claims use since May 16, 1914.)—Toilet powder, face powder and perfumes.

79,118.—Melba Manufacturing Company, Chicago, Ill. (Filed June 15, 1914. Published August 11, 1914. Claims

use since the month of March, 1913.)—Perfumes, toilet powders and creams.

79,193.—The Hawkeye Oil Company, Waterloo, Iowa. (Filed June 18, 1914. Published September 8, 1914. Claims use since January, 1908. No claim being made to the exclusive use of the words "Brands" and "The Hawkeye Oil Company, Incorporated" and "Faultless.")—Vegetable oil soap, mechanic's soap and metal polish.

79,286.—Wm. Walke & Co., St. Louis, Mo. (Filed June 22, 1914. Published August 18, 1914. Claims use since about June 10, 1914.)—Soap.

79,325.—Frank Dedek, Chicago, Ill. (Filed June 24, 1914. Published August 25, 1914. Claims use since October, 1913. The words "Foot Powder" being disclaimed.)—Foot powder composition.

79,403.—Colgate & Co., Jersey City, N. J. (Filed June 27, 1914. Published September 8, 1914. Claims use since June 23, 1914.)—Soaps and soap powders.

79,502.—Michele Ajello, Brooklyn, N. Y. (Filed July 2, 1914. Under ten-year proviso. Published August 25, 1914. Claims use since January, 1889.)—Canned olive oil, etc.

79,509.—Bristol-Myers Company, New York, N. Y. (Filed July 2, 1914. Published August 11, 1914. Claims use since June 10, 1914.)—Antiseptics, disinfectants, and deodorants.

79,514.—William A. Fahrenwald, New York, N. Y. (Filed July 2, 1914. Published August 25, 1914. Claims use since June 17, 1914.)—Cold cream.

79,586.—Frederick Stearns & Co., Detroit, Mich. (Filed July 6, 1914. Published August 11, 1914. Claims use since June 29, 1914.)—Perfumes, face powders and toilet waters.

79,590.—Mordecai M. Willson, Des Moines, Iowa. (Filed July 6, 1914. Published September 1, 1914. Claims use since about January 1, 1913. No claim is made to the exclusive right to the use of the words "Trade Mark.")—Skin lotions, toilet and face creams, toilet water and perfumes, talcum and face powders, hair tonics and restorers, eyebrow pencils, sachet powders, massage creams, rouge, shampoo preparations.

79,595.—P. Beiersdorf & Co., Hamburg, Germany. (Filed July 7, 1914. Published August 18, 1914. Claims use since June 27, 1913.)—Perfumery, cosmetic preparations for the hair, mouth and teeth.

79,639.—George Lueders & Co., New York, N. Y. (Filed July 8, 1914. Published August 11, 1914. Claims use since September 1, 1909.)—Perfumery.

79,647.—Howard George Schauermann, Philadelphia, Pa. (Filed July 8, 1914. Published August 25, 1914. Claims use since April, 1914.)—A massage and skin cream, etc.

79,696.—Orinoka Pharmaceutical Company, Inc., New York, N. Y. (Filed July 10, 1914. Published August 11, 1914. Claims use since June 15, 1914.)—Hair tonics and hair dyes.

79,741.—Spero Chemical Company, Cleveland, Ohio. (Filed July 11, 1914. Published August 25, 1914. Claims use since April 15, 1914.)—A foot tablet which is to relieve sore, tired, tender, aching, sweaty, swollen and bad-smelling feet, etc.

79,793.—Chauncey F. York, Detroit, Mich. (Filed July 14, 1914. Published August 11, 1914. Claims use since about June 15, 1914.)—A preparation for the treatment of the skin.

79,808.—B. Heller & Company, Chicago, Ill. (Filed July 15, 1914. Published August 25, 1914. Claims use since April 2, 1914.)—Flavoring extracts for foods.

79,812.—B. Heller & Company, Chicago, Ill. (Filed July 15, 1914. Published September 8, 1914. Claims use since August 18, 1910.)—Washing powder, cleanser, hand cleanser, etc.

79,840.—The Arthur Chemical Company, New Haven, Conn. (Filed July 16, 1914. Published August 18, 1914. Claims use since January 6, 1913.)—Perfume, toilet water, talcum powder, complexion powder and cold cream.

79,923.—G. Washington Coffee Refining Company, New York, N. Y. (Filed July 18, 1914. Published August 25, 1914. Claims use since April 28, 1914.)—A powdered preparation made from fruits and flowers to be used as a food flavoring.

80,141.—George Starr White, Inc., Yonkers, N. Y. (Filed July 28, 1914. Published September 8, 1914. Claims use since June 1, 1914.)—Disinfectants.

FOREIGN CORRESPONDENCE AND MARKET REPORT

ARGENTINA.

GRAPE SEED OIL.—An oil refiner in Rosario has been carrying out a series of experiments for the manufacture of oil from the seed of the grape. The result so far has been satisfactory, and an oil in excellent condition for the manufacture of soap has been obtained. At the request of the Mendoza Government this gentleman has now gone to that Province to carry out further experiments. If the result proves satisfactory the new invention will be of considerable importance to the wine industry, as hitherto the seeds have been treated as waste.

BRITISH COLUMBIA.

NEW SOAP WORKS.—A soap works company, having factories in several of the Canadian provinces, has obtained a site in British Columbia for the construction of a new factory at an estimated cost of \$200,000. Work is expected to be commenced soon.

CEYLON.

CITRONELLA OIL.—The exports of citronella oil from Ceylon for the year 1913 reached the total of 1,602,481 lbs., as against 1,420,306 lbs. for 1912. Of this quantity 643,485 lbs. was sent to the United Kingdom and 504,705 lbs. to the United States. Germany took 296,121 lbs., whilst France only received 59,463 lbs., which was about the same as the amount shipped to Australia. China and Japan are also becoming customers of Ceylon for this oil, but so far only to a limited extent.

CHINA.

ESSENTIAL OILS.—Vice Consul General Carleton, Hong Kong, reports these exports from his port to the United States in the first six months of 1914: Aniseed oil, \$41,805, a decrease from the same period in previous year of \$39,097; cassia oil, \$25,868, decrease of \$20,538.

FRANCE.

WAR NOTE.—Mr. François Coty, the well known perfumer, before leaving for the front, placed at the disposal of the Military Governor of Paris his residence—the Chateau de Longchamps, with thirty beds, all fitted up to be used as a hospital throughout the entire war. He also decided to keep his factory open, with all the feminine help, and the men who are too old to serve in the army. They will receive (as well as those who have gone to the front) half of their wages during the war.

GERMANY.

ESSENTIAL OILS.—Consul William P. Kent reports the following exports from his consular district to the United States in 1913: Essential oils, \$452,633, a gain of \$89,576 over the previous year; oil of rose, \$1,6,334, an increase of \$27,399.

GREECE.

OLIVE OIL.—Consul General Weddell, at Athens, says that Greece quickly recovered from the eff cts of the war and reports as follows: The presence of a large army in the field and other causes created an unusual internal demand, which tended to increase prices. The production of olive oil in the season of 1911-12 was relatively small. That of 1912-13 was an excellent one, amounting to 113,480,730 pounds, or slightly more than 15,000,000 gallons. The 1912-13 figures do not include the returns from Corfu, from which data are not yet obtainable. The production in Corfu in 1912 was 35,268,750 pounds, or 4,665,179 gallons. Exports of edible olive oil to the United States in 1913 were valued at \$235,266, being \$330 less than in the previous year.

(Continued on page 208.)

THE DOMESTIC MARKET.

Although still showing some high record figures, the perfumers and flavoring extract supply markets have receded materially within the month from the extraordinary levels reached soon after the beginning of the European war and now give every indication of returning to more normal conditions. The recession from high water mark prices which has already occurred has been due principally to the harvesting of large crops of the relatively few botanical products, which are raised in the United States and from which various essences and oils are extracted, but this downward movement has also been due in some measure to a partial resumption of shipping operations between Rotterdam and this country and more liberal shipments from British and Italian ports, which have naturally suggested the possibility of roundabout shipments of French as well as German and Russian goods, which had been entirely shut off.

If the botanical products of these countries can reach here, it is considered probable that the American essential oil and extract trades will be able to distil and express many of the necessary oils and essences from these goods and thereby make themselves more or less independent of the French and German distillers, whose plants have generally suspended operations because of the wholesale enlistment of their workmen in the war. Even if it becomes possible to produce all of the French and German essences and to obtain Bourbon vanilla beans again, it is feared, however, that the American supply markets will soon be bare or almost bare of Bulgarian and Asiatic products and may continue so until transportation facilities are improved materially, although to date there have been only inconsequential delays in shipments from Japan, China and India.

Most noteworthy among the declines in prices from the abnormally high levels which were reached amid the excitement and speculative activities of the first two weeks of the European war, have been those in peppermint and spearmint oils, both of American origin; in lemon, orange and bergamot oils, which have been shipped here from Sicily in constantly increasing quantities of late; in menthol, whose spot supply has likewise been replenished from stocks in Japan, and in Tahiti vanilla beans, which have not been affected sympathetically by the scarcity or resultant uplift of Bourbon beans.

From a level close to \$3 peppermint oil has been marked down, with the proximity and later with actually gathering and distilling of the large 1914 domestic crop, to \$2.35 for most brands in tins, while one well-known brand, prepared in bottles, has been dropped from \$4@4.20 to \$3.50@4. Spearmint oil, for similar reasons, has been reduced from a \$3 level to \$2.75. Lemon oil has been offered down from \$4 to \$3, orange from \$4.25 to \$3.50, and bergamot from \$7.50 to \$7 for most brands, but, for one well-known brand, local holders are asking \$3.25 for lemon, \$3.75 for orange and \$7.50 for bergamot. Otto of rose has been in such scanty supply, however, that it has continued to command \$12.50@16, according to brand.

Thymol and coumarin, which are now in very light supply here, are being held at \$13@15, as to quality, in both instances.

BEANS.

Mexican vanilla beans have continued in moderate supply, although spot stocks have been supplemented only slightly by the arrival of 70 cases from Vera Cruz. Local operators continue to hold their stocks of Mexican whole beans firmly, in view of the poor prospects for the 1914-1915 crop, at \$4@5, according to brand, while maintaining their relatively small stocks of Mexican cuts at \$3.25@3.75. Bourbon vanilla beans, the spot supply of which is now devoid of ordinary grades and confined to first and second qualities only, are being strongly maintained at \$3.75@4.

PRICES IN THE NEW YORK MARKET

(The following quotations should be deemed merely nominal, in view of the wild upward movement now under way in consequence of the general European war.)

ESSENTIAL OILS.

Almond, Bitter.....per lb.	\$5.50-7.50	Mirbane, rect .....	.24	Linalol	6.00
" F. F. P. A.....	5.50-7.00	Neroli, petale	55.00-60.00	Linalyl Acetate	10.00
" Artificial	1.75	" artificial	20.00	Methyl Anthranilate	8.00
" Sweet True .....	.85-1.10	Nutmeg	1.00	" Salicylate	1.25
" Peach-Kernel .....	.40	Opopanax	7.00	Musk Ambrette	25.00
Amber, Crude .....	.16	Orange, bitter	4.30	" Ketone	15.00
" Rectified .....	.30	" sweet	3.50-4.25	" Xylene	4.00@5.00
Anise	2.20-2.35	Origanum .....	.40-.60	Phenylethylic Alcohol	20.00-24.00
" Lead free	2.35-2.50	Orris Root, concrete ..(oz.)	6.00	Safrol .....	.40@.50
Bay, Porto Rico.....	2.90	" " absolute ..(oz.)	28.50-45.00	Terpineol	1.00
Bay	2.75	Patchouly	4.75	Thymol	15.00
Bergamot, 35%-36%	6.75	Pennyroyal	1.75-2.00	Vanillin .....	.40 oz.
Birch (Sweet)	2.00	Peppermint	2.25-2.75	BEANS.	
Bois de Rose, Femelle.....	5.00-5.50	Petit Grain, South American.....	3.85	Tonka Beans, Angostura.....	\$1.75
Cade .....	.35	" French	8.00	" Para	1.00
Cajeput	1.20-1.55	Pimento	2.25	Vanilla Beans, Mexican	4.50-5.50
Camphor .....	.20	Rose	(oz.).12.50-16.00	" " Cut.	3.50-4.50
Caraway Seed	1.45-2.00	Rosemary, French	1.25	" Bourbon	3.50-4.50
Cardamon	32.00	" Spanish .....	.75	" Tahiti	2.35-2.50
Carvol	3.50	Rue	4.50	SUNDRIES.	
Cassia, 75-80%, Technical.....	1.10	Sandalwood, East India	5.50	Ambergis, black ..(oz.)	15.00-20.00
" Lead free	1.25	" West India	1.75	" gray	25.00-27.50
" Redistilled	1.50	Sassafras, artificial .....	.27	Chalk precipitated .....	.10
Cedar, Leaf .....	.75	" natural .....	.65	Civet, horns	2.30
" Wood .....	.18	Savin	2.00-2.50	Cologne Spirit	(gal) 2.65-3.10
Cinnamon, Ceylon	8.00	Spearmint	2.75-3.50	Menthol	3.50-4.00
Citronella, Ceylon .....	.70	Spruce .....	.55	Musk, Cab., pods ..(oz.)	10.00
Citronella, Java	1.50	Tansy	4.00-4.50	" grain	18.00
Cloves	1.45	Thyme, red	1.60-1.85	" Tonquin, pods... "	19.00
Copaiba	1.00	" white	2.00-2.50	" grains.. "	25.00-29.00
Coriander	9.00	Vetivert, Bourbon	12.00	" Artificial, per lb.....	4.00-5.00
Croton	1.25	" Indian	35.00-40.00	Wintergreen, genuine	4.50
Cubeb	3.75	Wormwood	4.00	Orris Root, Florentine, whole.....	.28
Erigeron	1.50	Ylang-Ylang	30.00-40.00	" powdered and	
Eucalyptus, Australian, 70% .....	.60	" granulated		" granulated .....	.38
Fennel, Sweet	2.50	AROMATIC CHEMICALS.		Talc, Italian	(ton) 32.00-35.00
Geranium, Africa	7.00-8.00	Amyl Salicylate	2.50	" French	" 25.00-30.00
" Bourbon	6.00	Anethol	5.00	" Domestic	" 15.00-25.00
" Turkish	4.50	Anisic Aldehyde	3.00	SOAP MATERIALS.	
Ginger	5.00	Benzyl Acetate	1.50	Cocoanut oil, Cochin, 10½c.; Cey-	
Gingergrass	2.00	" Benzoate	1.50	Ion, 9½c.	
Hemlock .....	.55	Cinnamic Acid	2.00	Cottonseed oil, crude, tanks, 36@	
Juniper Berries, twice rect...	1.85	" Alcohol	6.50	38c. gal.; refined, 6½@8c.	
Kananga, Java	3.50	" Aldehyde	2.00	Grease, brown, 5@6c.; yellow, 6@	
Lavender, English	21.00	Citral	3.50	7c.; white, 7@8c.	
" Cultivated	6.00	Citronellol	20.00	Olive oil, denatured, \$1.05@1.15.	
" Fleurs	4.25	Cumarin	14.00-15.00	" " foots, prime, 10@11c.	
" (Spike)	1.60	Diphenylmethane	2.50	Palm oil, Lagos, 11½@12c.; red,	
Lemon	3.00-3.50	Diphenyl-oxide	2.50	prime, 11@11½c.	
Lemongrass	1.50-1.75	Eucalyptol	1.00	Peanut, 75@80c. gal.	
Limes, expressed	4.50	Eugenol	3.00-3.75	Rosin, water white, \$6.25.	
" distilled	2.00-2.50	Geraniol	5.00	Soya Bean oil, 6½@7c.	
Linalool	4.00	Heliotropine	3.00-3.50	Tallow, city, 6½c. (hhd.).	
Mace, distilled	1.00	Iso-Eugenol	3.75	Chemicals, borax, 3¾@4½c.; caustic	
Mustard Seed, gen	8.50			soda, 60 p. c., \$1.55@1.57½.	
" artificial	4.00-4.25				

FOREIGN CORRESPONDENCE.

(Continued from page 206.)

JAPAN.

PEPPERMINT.—Consul General Scidmore reports:

The annual output of peppermint in Japan amounts to 650,000 kin (866,666 pounds), of which quantity 60 or 70 per cent. is produced in the Hokkaido. The encouragement offered by the authorities in recent years to the cultivators of this plant has resulted in a steadily increasing acreage under cultivation. The Japan *Gazette* states that the cultivators in the Hokkaido have transferred their selling rights to Samuel Samuel & Co., which action has aroused some opposition from the Japanese buyers, who have often tried to nullify the arrangement, but so far without success.

Exports of menthol crystals from Yokohama in 1913 were 135,073 pounds, valued at \$632,379, an increase of 45,020 pounds over 1912. Oil of peppermint exported in 1913 amounted to 171,629 pounds, valued at \$240,420, a gain of 81,576 pounds. Declared exports of peppermint oil and crystals to the United States in 1913 were \$47,882, a decrease of \$10,000 from 1912.

MANCHURIA.

COST OF MUSK.—Consul Edwin L. Neville states that musk can be obtained in Antung, China, in limited quantities at about \$3.50 U. S. currency per mace (which is one-eighth to one-ninth of an English ounce).

NETHERLANDS.

POTASH.—Late advices received at Washington by the Department of State regarding the situation as to German potash supply and the moving of that product are to the effect that advices received from the American legation in the Netherlands are that the embargo on the exportation of potash from that country has been removed, temporarily, at least. No evidences are given in this communication as to the facilities that be offered for the shipment of potash out of Germany into the Netherlands or other neutral ports.

PHILIPPINES.

COCONUT OIL.—John R. Arnold, at Manila, reports: In a previous report mention was made of a recent large increase in the exports of coconut oil, due to the establishment in Manila of a large factory with modern equipment. The expectations aroused at the time have been more than fulfilled. Exports of oil for the six months included in Period IV (amounting to 3,709 tons, valued at \$833,866) came within 2 per cent. of those for the whole 12 months of the fiscal year 1913 (Periods II and III). This factory is now said to be using copra at the rate of 16,000 to 17,000 tons a year; its plant (a very large one) is working night and day without meeting the demand; it is paying high prices for the raw material and, it is believed, making a good profit. Practically all of its product goes to the United States.

Recently the question of making coconut oil from the fresh meat has begun to be agitated in Manila—a change which experts assert would result in a larger output of better quality. This would, of course, mean a local oil-producing industry in the coconut-growing countries, and such a development it is to be presumed would not meet with favor in Europe. This is not merely because able, but because of the increasing European market for the profit from the expression of the oil itself is considerable.

PORTUGAL.

OLIVE OIL.—A British consular report from Lisbon, says: that reports were prevalent at the end of the summer of 1913 that the great heats had dried up the olives and that the crop would be disastrous. These evil prophecies proved quite true. The actual yield of olives was very scanty, such olives as were picked were very poor in oil, and, lastly, such oil as was produced was very poor in

quality. It is believed that the output of oil in 1913 was only two-thirds of that for 1912, which was itself below the average. This is reflected in the exportation figures, which show a large drop in 1913: 1911, \$415,525; 1912, \$522,355; 1913, \$368,180.

SPAIN.

OLIVES.—Consul General C. B. Hurst, at Barcelona, says: Olive oil exports from all Spain in 1913 amounted to \$5,471,393, as against \$11,105,547 in 1912. The area in olive trees in Spain in 1913, as estimated by the engineers in chief of the Agricultural Department, was 3,584,720 acres, an increase of 7,537 acres over 1912, and the production amounted to 1,432,035 tons of olives and 262,078 tons of oil. The general predictions in the latter part of 1913 with respect to the yield of olives and oil were fulfilled. In Tarragona Province the quality of the fruit was satisfactory, but the return was considerably less than was predicted. The oil produced throughout this region in general nevertheless was of only ordinary quality and sold for but 10.5 cents per pound at the press.

In Andalusia the olive crop was excellent; the quality was superior to normal and the quantity fairly satisfactory, approaching that of 1911, which was considered exceptional. The return in oil was approximately 16 quarts from 110.23 pounds.

In Saragossa Province conditions were favorable and a satisfactory crop of some 15,500 tons was produced, and was pronounced good to fine. Prices for oil in the Saragossa region ran from \$21.60 to \$23.40 per 220.46 pounds.

The area devoted to olive culture in the Balearic Islands is not great, when it is considered that comparatively few trees are planted to the acre, but the 64,800 producing acres in 1913 turned out 3,300 tons of fruit and 900 tons of oil.

In the Valencia district, as throughout Spain, the olive crop was vastly superior to that of the year before. The yield of fruit was 184,942 tons, which produced 36,413 tons of oil, in comparison with 7,474 tons of oil in 1912.

The central agricultural districts and provinces of Spain have about 11 per cent. of the acreage of olive trees in the whole country and produce approximately 7 per cent. of the crop. The yield in 1913 is estimated at 13,000 tons of oil, produced from 70,342 tons of fruit, from an area of 395,367 acres. The exports of olives in 1913 (from the very poor crop of the season 1912-13) amounted to 6,933 tons. The yield of fruit and oil in 1913-14 will show considerably increased export figures. Exports of olive oil for 1913 were but 30,396 tons, as compared with 61,697 tons for the previous season.

The estimated area devoted to olives throughout Spain is 3,500,000 acres, the Seville district coming first with 1,422,259 acres and a crop return of 728,930 tons of fruit and 122,849 tons of oil. In the order named the provinces producing the greatest quantities of olives are Seville, Cordoba, Malaga, Jaen, Lerida, Valencia and Tarragona.

ORANGE CROP.—The orange crop of the present season is estimated to have been short some 150,000 cases in the Valencia district alone, though these figures are somewhat more favorable than was expected at the time of the abnormal cold snap in January of this year.

TURKEY.

SOAP.—Vice Consul S. Edelman, at Jerusalem, says: The making of soap may be considered the leading manufacturing industry in Palestine, as factories are found in all the large towns. Exports have shown a gradual rise, and last year's output, aside from the local consumption, amounted to \$973,300, a 12 per cent. increase over 1912. The market is principally in Egypt and Turkey.

VENEZUELA.

BEANS, OLIVE OIL, ETC.—LaGuaira district of Venezuela in 1912 exported tonka beans valued at \$142,604, of which \$133,374 was sent to the United States. Other districts increased the latter figure to \$137,156.

Imports from the United States included \$279 in olive oil; \$54,518 in perfumery and \$27,115 in spices.

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